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Paris, Monday, November 29, 1993



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For Russia's Army, A Humiliating Retreat

Dismantling of a Once-Mighty Force Poses Critical Problems for Moscow

By Serge Schmemann
New York Times Service

MOSCOW - Dismembered and demoralized, no longer as feared in the West or loved at home as before, the Russian armed forces are the most unwieldy and troublesome legacy of

Draft evasion is rampant, and if the current call-up, goes as badly as some fear, officers might actually outnumber enlisted men.

Young officers are quitting in droves, leaving behind a top-heavy and hollow force. By some accounts, there are more generals now on the Russian General Staff than there were in the Soviet days, even though the Russian Army is less than 40 percent of what the Soviet force

Officers, reduced from the elite caste of an empire to an impoverished, disunited and often homeless mass, have become less the guardians of than a menace to the sovereignty of Russia and its 14 new neighbors. By many accounts, military support for President Boris N. Yeltsin against the militant legislature in October was far from unified or certain.

In Moscow, a new "military doctrine" was finally produced, grandly declaring that the Russian Army no longer considered any nation or bloc to be its foe and that its new mission would be to react quickly to local conflicts.

But interviews with Russian officers, enlisted men and civilian specialists indicate that economic and political forces, rather than policy, are sharing the forces.

are shaping the future of the force. A shrinking military budget barely suffices to sustain the troops, leaving precious little for fuel, maintenance or the future. More than 180,000 officers are without housing. Warships are sold for scrap metal; the MiG design bureau sells rides in state-of-the-art MiG-29s for \$8,000 each, and soldiers sell their weapons or serve as mercenaries in regional wars. It is common to see soldiers openly selling fuel from

"A tremendous military machine, second to none, has all of a sudden found itself in the position of a defeated army," said Sergei M. Rogov, a military specialist at the institute of the U.S.A. and Canada, a Moscow research

Paradoxically, it was in making their empire virtually invulnerable that the Soviets brought

First in a series

about its collapse. Too mighty to tempt any enemy into armed attack, the military also proved too large for the Soviet Union to sus-

"I cannot think of any parallel to this kind of collapse," said Richard Pipes, a professor of Russian history at Harvard University. "Great empires usually wear down or are defeated in war, but this kind of implosion is unprecedent-

Many senior Russian officers, humiliated by forced withdrawal from Afghanistan - where a Soviet-installed government was ultimately de-feated — and Eastern Europe, do not hide their vexation at America's treatment of former Soviet allies like Irao.

The unexpected depth of resistance in the military to Japan's demand for the return of the Kuril Islands reflected a feeling that the time See MILITARY, Page 5



LONGING FOR LENIN - Russian security forces turning away a protester on Sunday outside the Lenin Museum beside Red Square. Several hundred pro-Communist demonstrators gathered to protest the recent closing of the museum by presidential decree.

February when, it said, it received a peace

feeler from the IRA. But Sunday, Sir Patrick

acknowledged that the two sides had in reali-

ty been in contact for years, not months.

## **EC Presses** A Last-Ditch Plan to End Bosnia War

U.S. Stays on Sideline As Factions Prepare For Meeting in Geneva

By William Drozdiak Washington Post Service

PARIS — Facing the specier of a catastroph-ic winter to the Balkans, foreign ministers of the 12-nation European Community are pressing a last-gasp plan to lift sanctions against Serbia in return for territorial coocessions that could lead to a solution of Bosnia's civil war.

The European compromise, which would divide Bosnia into three ethnic ministates, will be placed before the leaders of Bosnia's Serbians, Croatians and Muslims in Geneva on Monday. It is considered the last chance to mediate a settlement that could spare hundreds of thousands of people from the threat of death by shelling, starvation and freezing cold,

Although reluctant to legitimize Serb territorial cooquests, the United States has refrained from publicly criticizing the plan in the absence of an alternative. The Clintoo administration abandoned its proposal last spring to lift the arms emhargo against the Muslims and use air strikes against Serbian artillery sites when the European allies objected.

After the fiasco in Somalia in which 18

American soldiers were killed on a United Na-

tions peacekeeping mission, American diplo-mats acknowledge that the chances any U.S. troops would be sent to police a truce and uphold a peace agreement io Bosnia were virtually nil. As a result, the Clinton administration has been reduced to playing little more than a hystander role in Bosnia.

If an agreement can be reached carving up Bosnia, French military sources say "another 5,000 or 6,000 soldiers" would be necessary to patrol cease-fire lines along with the 9,000 troops now helping to deliver food and medi-cine in the former Yugoslavia. Under this scenario, the American role would be circum-

scribed to little more than air support. Conceived by France and Germany, the European plan employs a carrot-and-stick strategy designed to persuade all three groups that now is the time to end their ethnic conflict and

salvage what remains of their devastated lands. An accord would hold out hope of relief from the sanctions that have all but ruined the economies of Serbia and Montenegro, the last rem-nants of the former Yugoslavia, if their Bosnian Serhian allies will relinquish enough land to satisfy the minimal territorial needs for a Mus-

lim state. The Muslims rejected an earlier plan put forward by Lord Owen, the EC representative. and the United Nations mediator, Thorvald Stoltenberg, primarily hecause it lacked sufficient land and guaranteed access to the Adriatic Sea. This time, the Muslim leadership is being told that further resistance will only inflict

more suffering on their people.

The Croats, who control ocarly all of the long Adriatic coastline, are being told that unless they cooperate, they and their patrons in Zagreb will receive come of the international assis-tance needed to rebuild their infrastructure.

"This is literally a do-or-die situation." a French official said. "We are using all the means at our disposal to reach a deal now. If it does not succeed, the consequences will be unbearable for everybody."

Although the history of Bosnia's 18-month

conflict is a heartbreaking litany of broken truces and missed opportunities, European diplomats say they believe the approaching winter and the growing sense of desperation may now prod all three parties toward a settlement.

"The Serbs badly need to escape from sanctions, the Croats need our funds, and the Muslims must realize by now that the longer they

See BOSNIA, Page 6

# Britain Admits Secret Contacts With IRA, Prompting an Outcry

By John Darnton

New York Times Service

LONDON — The government lended off. a barrage of hitter attacks Sunday after its

a barrage of bitter attacks Sunday after its admission that it had held secret contacts with the Irish Republican Army.

The government had long claimed to be steadfastly sticking to its yow not to deal with the IRA, as a "terrorist organization," unless it gave no violence in its campaign to expedit the British from Northern Ireland and unite Ulster with the Irish Republic.

The existence of a channel of communicafor weeks in the face of growing evidence—is

Northern Ireland, Sir Patrick Mayhew.

viewed by many people who follow the sing.

There has been "deliberate barefaced ly-

tion in Northern Ireland as a significant de-It means that two of the three parties

involved, the Roman Catholic fighters and the British government, are engaged in some form of dialogue. But the third party — the Protestants trying to enforce continued union with Britain — are conspicuously absent. Protestant leaders such as the Reverend

Ian Paisley, head of the Democratic Unionist Party, crupted in protest and fury. They accused the government of double-dealing and demanded the resignations of Prime Minister ing," he declared, "Both the prime minister and the secretary of state are involved in this and both of them should get out." No one expects Mr. Major to resign. But he

and his Conservative government have clear-ly been embarrassed, and their credibility is at risk. The issue will go before Parliament on Monday, when the government has promised to lay bare its communications with the IRA.
The government's admission was forced by an article in Sunday's issue of the Observer

that revealed the contacts and printed a docu-ment drafted by Sir Patrick himself that fig-

In the statement, the government admitted to using an unnamed intermediary only since At a tense press conference in the seat of British rule at Stormont Castle, outside Belfast, the secretary of state denied deceiving the people of Northern Ireland and insisted it would have been unforgivable not to respond to what he described as a peace overture.

"I have certain responsibities, and first and

foremost among those is the responsibility for every single life in Northern Ireland," he believe that if subsequent bombs were exploded and lives were taken and people were

The meeting at which the document from Sir Patrick was handed over to a representative for the IRA occurred on March 22, two days after an IRA bombing in Warrington that killed two children and injured 55 peo-

injured — as indeed was the case — I would

have been readily forgiven hy the people of Northern Ireland."

At a later press conference Gerry Adams, head of the political wing of the IRA, called Sinn Fein, accused the Ulster secretary of telling lies. He said the dialogue was more than a conduit, had been authorized by the

See IRA, Page 6

# 4-Day Week Leaves Some Experts Cold

By Barry James
International Herald Tribune
PARIS — Four days or five? The idea of shortening the workweek and sharing jobs, now taxing minds in Continental Europe, leaves many economists and labor specialists uncon-

. They say it won't work in every country because the price of labor and labor flexibility varies so much. Britain's chancellor of the Exchequer. Kenneth Clarke, who opposes any labor market regulation, dismisses job-sharing

The experts and that while shortening the workweek is an option in big companies, like sceramy's Volkswagen AG — which shortened its workweek to 29 hours and cut pay as an alternative to laying off 30,000 workers — it is medium enterprises that place a premium on

Economists at the Organization for Economic Cooperation and Development, which is more than halfway through a two-year study on employment, say that job-sharing is no panacea. They are unwilling to express their doubts in public because the question of the four-day week is a controversial political question in some member countries, particularly France. the OECD's host nation.

"It's most unlikely that you are going to discover any new theory that will solve the whole thing," one OECD official said guarded-

ly.
Even Jacques Delors, the president of the EC Commission and an enthusiast for job-sharing.

Companies that have introduced shorter workweeks, such as Hewlett Packard in France. have done so primarily to increase productivity hy fitting more shifts into the available time. Higher productivity then leads to more jobs, but this is oot the chief aim of the companies

The idea that job-sharing can relieve struc-tural employment goes back to a labor theory put forth by Jeremy Bentham, the English utilitarian philosopher who died a century and a half ago, that the amount of work available is always finite. A more optimistic theory, Say's law, laid down by a French contemporary of Bentham's, Jean-Baptiste Say, holds that every

See JOBS, Page 11

## **Economics Chief Outlines Cure** For Ailing German Workplace

FRANKFURT - Economics Minister Günter Rexrodt has challenged the longstanding order of "labor market politics" hy proposing sweeping changes to the German workplace as industry leaders predicted that unemployment would worsen next year,

In a policy paper sent over the weekend to Mr. Rexrodt's Free Democratic Party, the junior partners in the governing coalition, the minister called for an end to what he termed "taboos in labor market politics" in order to stimulate employment.

He said that new direction was needed on wage policy, that a secondary job market should be created with lower wages and that greater flexibility was needed oo working

Employers' leaders told the Cologne newspaper Express that they saw oo upturn for the weak economy and that they thought the joh market was unlikely to improve in 1994. Hans-Peter Stihl, head of the German Federation of Chambers of Commerce, said: "I

# See GERMANS, Page 11

# Japan Takes the Big Leap **Into China's Hot Economy**

By Steven Brull International Herald Tribune

BELJING - Entering Matsushita's TV picture-tube plant here, visitors could be forgiven for imagining themselves in pristine, high-tech Japan. They are stopped at the entrance and asked to wrap their shoes in plastic coverings that keep the factory dirt-free.

Although startling to Chinese, the wrapping ritual has become routine for Massushita. All year long, a parade of executives and officials has been touring the facility, looking for pointers that will guide the coming boom in Japanese investment in China. After straddling the fence, corporate Japan is

finally taking a big leap into the world's fastestgrowing economy.
Putting aside fears of Chinese political insta-

bility and the risks inherent in strengthening its historical rival, Japan is preparing to provide business capital and resources that will transform the relationship between the region's two major powers as it boosts China's integration

into the world ecocomy.

Japanese investment in China is set to dooble this year, to \$2.0 billion, even as Japan's overall investment falls due to the collapse of the bubble economy. lo contrast, Japanese companies invested a total of \$4.8 billion in China from 1951 to 1992.

"There's not a single major company that's not thinking about investing in China, said Ryusuke Ikegami, general affairs manager at the Japan-China Investment Promotion Organization. "It's only a question of timing: Now or in three to five years?"

Finance Ministry officials and Japanese fi-oancial analysis and company officials will risk

First in a series

no hard estimates, but in interviews here and in Japan they agree that Japanese investment in China will continue to accelerate in coming

Relative to Japan's total outward investment, China's share remains small. With the exception of the electronics industry, most investments have been made by small and medium-sized companies. The amount is set to surge as the utans of Japan's automobile, steel and pet-

rochemical industries enter the Iray.

Marubeni, the trading company that handles oearly one-tenth of Japan's \$30 hillion bilateral See JAPANESE, Page 7

#### A Homeland That Won't Go Quietly ments of the racist design called grand

It also made Lucas Mangope a potentate. with his own toy country, his own showcase capital rising at the edge of the Kalahari Desert, and his own army, which paraded before him over the weekend in gold ascots and green

Mr. Mangope, 69, is the first and only president of Bophuthatswana, one of four "independent" states that were the ultimate achieve-

apartheid.

The new constitution, which would restore full citizenship to 30 million hlacks in April.

would also abandon the liction of the black homelands, unfrocking Mr. Mangope and di-viding his peculiar domain among three provinces of a newly configured South Africa.

Nelson Mandela, the leader of the African National Congress, greeting a drum majorette during a rally held north of Pretoria.

Thanks to his formidable alliance with white separatists and other homeland leaders, he de-

clared between the two-howitzer salute and the six-man parachute drop, oot even the ANC will be able to kill all of us."

leave the bomeland intact and largely in control of its own affairs. The ideologues of apartheid created 10 tribal homelands, planning to groom them to autono-

By gerrymandering and forced removals, 17 million blacks were crowded onto these reserva-

#### Kiosk

#### PLO Reminds Israel of Dec. 13 Limit

COPENHAGEN (Reuters) - The Palestine Liberation Organization called on Israel on Sunday to respect a Dec. 13 deadline to withdraw its troops from Gaza and the West

Comments last week by Prime Minister Yitzhak Rabin had hinted at a delay in an

Related article: Q&4, Page 2



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HONG KONG - Governor Chris Patteri said Sunday that Hoog Kong's patience was wearing thin after the latest round of Chinese-British talks on the territory's political future

ented without agreement.

Negotiators ended the 17th round of talks in Beijing on Saurday, with the two sides failing even to agree to hold another meeting.

"We've had, alas, another sad and disappointing round," Mr. Patten said. "We haven't, also suppose her to agree on the straightforplas, even been able to agree on the straightfor-

ward things."

Mr. Patten's comments on "straightforward things" apparently referred to elections for lo-cal district boards in 1994. He said the Hong Kong community had been parient but that the "parience is understandably wearing a bit thin."

British officials had billed Round 17 as a make the back.

make-or-break session, saying only swift agree-ment on less contentions parts of the Pattern package could yield optimism about an overall In Beijing, the Xinhna press agency quoted an immamed source as saying that "the British

See COLONY, Page 7

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#### By Bill Keller New York Times Service MABOPANE, South Africa - South Africa has made millions of blacks into outcasts and outlaws, exiles and aliens.

But Bophuthatswana is oot going quietly, the president assured his troops in a speech bristling with defiant barbs at what he calls "the communist African National Congress" and the white government that betrayed him.

Bophuthatswana may accept return to South Africa, he concluded, but only on terms that

my, then full independence, leaving behind a prosperous, white South Africa.

See HOMELANDS, Page 6

Israeli troop pullout.

# Q & A: Change Can Now Begin, Peres Says

Shimon Peres, Israel's foreign munisier,
was in Brussels last week for talks with
Dec. 13?
A. I hope so but there may be some delays
A. I hope so but there may be some delays Shimon Peres, Israel's foreign minister, with Tom Buerkle of the International

Q. Thursday was the bloodiest day in Gaza since the signing of the accord in Washington. What happened to the promise and the high bopes of September?

A. Well, we are still at the planning and negotiating situation. Nothing was yet implemented. The situation was changed on paper, not on the ground. I'm convinced that will be in force on the land, we shall be able to judge its effectiveness.

Q. Will the beginning of the Israeli withdrawal from Gaza and Jericho be delayed beyond Dec. 13, as Prime Minister Rabin

A. There is I think a little hit of misunderstanding. We have to conclude our negotiations by Dec. 13. Then we have four months to implement the agreement. So even if there will be a delay in the beginning, there is no reason why we shouldn't be able to keep the timetable on the conclusion.

By Steven Brull

TOKYO — Sidemen are sup-

posed to mind their places, never

stealing the limelight. Yet Junko

Onishi, one of a handful of prom-

ising young jazz musicians for

whom ambition gets the better of

convention, cannot hold back

once she dives into an extended

improvisation, even if it means

making the band leader sound

It is not a skill the 26-year-old

picked up during six years in the

States, where she played piano behind the likes of Joe Henderson

and Freddie Huhbard, Nor. she

maintains, did she risk losing the

knack last year by returning to

Japan, a society whose conformist ideals run counter to the spirit of

"To me, it's the same," she said in English traced with a black

American accent, "Wherever I

am, I always try to play what I

Over the last year, the pianist

peared on the cover of Japan's

glossy jazz monthlies. Swing Jour-

mer Billy Higgins and Rodney

Whitaker, bass, will be released

moyuki Shima on bass and Dair-

first album, "WOW," with To- pianist.

Up and

want to play."

tired local scene.

Coming///

about the names in

An occasional series

tomorrow's headlines.

Q. Will you complete the agreements hy

as well. For example, the economic issue was started very late. We may encounter some difficulties in reaching an agreement on, for example, the definition of the Jericho region. Maybe. But I do not consider it catastrophic or a departure from the timetable.

Q. What signs do you see that a Palestinian police force can control the kind of ence we saw Thursday in Gaza?

A. You see, every confrontation between our army and Palestinians in the territories is once the changes will gain the ground, we immediately not a confrontation between a shall see a different situation. For example, police force and people who violate order but the police force that the Palestinians have to a confrontation between two people. For build is today a plan on a table. But once it that reason, I think we shouldn't police the Palestinian life. The Palestinians should police their own life. So when they will police it, it will be in the name and in the authority of law and order, not in the name of one nation governing the life of another nation.

Q. What will be the role of Israeli security forces in Gaza and Jericho, and their extent? A. We shall have two roles. One is against an outside invasion. And to guarantee the security of the Israelis who reside in the

Q. Will that include seeking out fundamentalist leaders, Hamas leaders?

Toshiko Akiyoshi, a pianist

best known for her compositions

for the hig hand co-led with her hushand, Lew Tabackin.

ed, sacrificing promising careers

again, Miss Onishi, seemingly un-

aware that Japan's record indus-

try has systemically sterilized a

generation of artists, says she will

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But the others have disappoint-

pursue commercial projects

never finding the groove

A. No, that will be the responsibility of the Q. Can you sign an agreement with Jordan Palestinians. The Hamas is against the pro- before making some kind of breakthrough peace Palestinians. They want to kill the with Syria? peace and they are ready to assassinate the

people who are for peace. So it is for the separate between the Arab countries, we are Palestinians to defend themselves, not for us not ready to handcuff one agreement to to do so instead of them. Surely, if there is another because then the slowest party will somebody from Hamas who will try to intro- decide the speed of the peace process, which duce terror in any place, we shall take all the may mean a postponement. necessary measures to confront. But in the territories itself it will be the task of the

Q. The Egyptian foreign minister has called on Israel to make a gesture to Damas-cus to bring Syria into the peace process, perhaps by recognizing Syria's claim to the Golan Heights. Is Israel ready to make that kind of a gesture?

Palestinian police to guarantee their security.

their safety, their order.

A. I am not sure that this is what the Syrians are expecting. The order of the negotiations, logically speaking, should he in un-derstanding what do we mean by peace. For example, do the Syrians include in the peace respect, the establishment of embassies, free trade, open borders? Or peace is just a declaration? Then we have to agree on the nature of the security arrangements for the future. And once we shall agree on those two issues, then we can begin to discuss the Israeli

A. In our judgment, while we don't want to

About for

New Allies

By Clyde Haberman

New York Times Service

raeli cabinet voted Sunday to spon-

into the Jewish state.

JERUSALEM - A divided Is-

Whatever the move may say

about future dining habits in Israel,

it spoke volumes about the political

It is especially distressing for him to be weakened politically just

as he is guiding his country into one

of the most momentous periods in its history: the transfer of authority

unless the PLO accepts the security

guarantees that he wants for Jewisl

his strength to reach more accords

that involve Israel's ceding control

about how much land Israel can

safely give up and still protect na-

bin's government is in imminent

Shas, which walked out on the

orime minister because of corruption charges brought against its

leader, Arveh Deri, a former interi-

to join the opposition. Instead, it

prefers to sit on the fence, weighing

Also, in a pinch Mr. Rabin has

None of this means that Mr. Ra-

tional security.

tts options.

should not be assumed.

ances with the PLO and their sup-

port for a future Palestinian state,

he is loath to make them full part-

he does not have the six representa-

tives of Shas on his side, he can

bank on only 56 votes among the

Knesset's 120 members — 44 from

Labor and 12 from the leftist Mer-

The situation now is one in which we can block the establishment of another government or

pass the peace agreement, but we

cannot effectively govern," he told

Labor members a few days ago,

A person close to Mr. Rabin

In the hope of luring Shas and

said: "You can't take enormous

perhaps other Orthodox politicians as well, the cabinet agreed to seek new laws blocking imports of non-kosher meat, a hot issue lately. Mr.

Rabin got his majority with sup-port from fellow Labor members, although Meretz ministers voted against him on the grounds that

people have a right to have food that they want made available to

There are already limited nonkosher imports carried out by pri-

the Israeli Supreme Court, in a case brought by importers, has ruled that officials cannot interfere with

how private businesses go about their affairs. The effect of was to

say "yes" to nonkosher meat from

Mr. Rabin wants to counter-

mand that ruling through legisla-tion barring such imports. Officials

argue that even Israelis who are not

rigorously observant often prefer

kosher meat to nonkosher, and

would not consider the ban to be

complaining that he was vulnerable

etz bloc. And be feels stymied.

to political extortion.

steps with 56."

danger of collapse.

O. It would have taken a visionary 15 years ago to see the events of the past few mouths. What do you see in the region in 10

A. I think it must become either a common market like in Europe or a free-trade zone sor legislation that would prevent like in North America. I think entering the 21st century the Middle East can fall down like some African countries, where the desert is eating up the land and AIDS is endangering the people and the corruption is paralyzing the government. Or it can become an Asia, or Europe, or America. I think the basic aim should be not just to have peace but to promote the standard of living to a

modern height.
The children of the Middle East like the children of Europe and Asia are watching television every day. They are comparing their lives with the lives of others. And they ask themselves, 'Why can't we be as free or as happy or as mobile as the others are?'

She was so good that Jesse Da-

Exposure there led to calls from

"Every time I went on the road

with them in Europe or Japan," Miss Onishi said, "I felt so many

differences about our back-

grounds. I wanted to play jazz because I liked it so much. But

they were kind of paranoid about being black or being jazz musi-

"A lot of the young people, or

even the old cats like Joe Hender-

son and Freddie Hubbard, they're always saying: Well, for black people, there are only two ways to make money and be famous. One

is being an athlete, the other is

being a musician.' People say it's

New York vibes, but I was kind of

sick of that. I just wanted to play

They also always said jazz is

jazz. That's it.

But also one shattered.

#### In a Corner, WORLD BRIEFS Rabin Casts Swiss Approve a Value Added Tax

ZURICH (Reuters) - The Swiss voted Sunday to introduce a value added tax to curb a soaring government deficit and fall into line with

other West European nations.'
Results from 18 of the 26 cantons and half-cantons showed that 455,548 voted in favor and 290,195 against introducing a universal 6.5 percent value added tax on goods and services at the start of 1995 to replace a more selective 6.2 percent tax levied only on goods. Swiss voters had turned down a value added tax in referendams in 1977, 1979 and

On another issue, voters rejected a ban on tobacco and alcohol advertising, a proposal put forward by health experts but opposed by the

#### Main Mexican Party Picks Candidate the importation of nonkosher meat

MEXICO CITY (Reuters) — The governing Institutional Revolutionary Party said Sunday that its candidate for the 1994 presidential elections would be Luis Donaldo Colosio, the minister for social develop-

adaches of Prime Minister Yitz-Mexico's governing party, the PRI, has governed the country since 1929, and all its presidential candidates have won by a large margin. Mr. Colosio will face a popular leftist candidate, Cuanhtemoc Cardenas, the hak Rabin, who is unabashedly trying to win back a religious party that walked out of his coalition a few weeks ago, leaving him in com-mand of a minority government.

son a former president, in the August 1994 presidential elections.

Mr. Colosio, 43, a native of northwestern Sonora state who is known as a close associate of outgoing President Carlos Salinas de Gortari, backs the North American Free Trade Agreement, which is due to go into effect Jan. 1. Mr. Cardenas, on the other hand, says he may renegotiate the If it takes a ban on nonkosher meat to woo the Shas of ardently Orthodox Jews and thus restore his parliamentary majority, then Mr. Rabin's attitude is: So be it. accord if he is elected president.

#### Greece Directs More Anger at EC

ATHENS (Reuters) - Greece accused its European Community partners again Sunday of plotting secretly to establish diplomatic relations soon with the former Yugoslav republic of Macedonia. Deputy Foreign Minister Theodore Pangalos said: "It is outside EC practice to make agreements which concern a Community member without inform-

in the occupied territories from Is-rael to the Palestine Liberation Or-ganization, scheduled to begin in barely two weeks in the Gaza Strip Returning from a trip to Cyprus, he said that Greece had been aware for several days that its 11 EC partners were preparing secretly for the simultaneous setting up of diplomatic offices in the Balkan republic. Mr. and the West Bank town of Jericho. Panyalos caused a storm last week by calling Germany a giant with Mr. Rabin has already warned that Israel will not adhere to the

bestial force and a child's brain" over the same issue. Dec. 13 deadline for the start of a Athens has campaigned against international recognition of the Balkan nation, asserting that its use of the name "Macedonia" implied territorial ambitions against Greece's own Macedonia Province. troop withdrawal from those areas

#### Aidid Boycotts Ethiopia Conference settlers in the territories. His political minority status also

MOGADISHU, Somalia (AP) - General Mohammed Farrah Aidid, raises important questions about the Somali strongman, is boycotting this week's conference in Ethiopia, his spokesman said Sunday, threatening to ruin a chance for the nation's rival factions to reconcile their differences.

of territory to the Arabs, particu-larly on the Golan Heights and General Aidid would only attend the conference if the United Nations released three of his top aides, the spokesman, Abdi Ghabdid, told an organized rally of Aidid supporters in Mogadishu. UN and American along the Jordan River border with Jordan. Even members of his Laofficials have said the men likely won't be released soon.

Mr. Ghabdid said that instead of General Aidid, 24 representatives bor Party have cantioned him

would fly to Addis Ababa, the Ethiopian city where the conference starts Monday, to press for the release of Osman Ato and two other Aidid aides. Mr. Ato is General Aidid's main financier and has a large following.

#### TRAVEL UPDATE

#### London Subway Is Still Partly Closed or minister, has not gone so far as

LONDON (Renters) - Londoners face a sixth day of commuter chaos on the Underground rail system on Monday with a large section of the east London network shut because of a power failure, London Under-

been able to count on five lawmak-ers from predominantly Arab par-A line going through the City and central London has been partly closed since Wednesday and is unlikely to be back in business for the ties to help defeat no-confidence morning rush hour on Monday, a spokesman said. Buses will serve stations along the line, London Underground said it had yet to isolate the motions, although some Arab leaders are warning him that, unless he electrical fault in the aging 145-kilometer (90-mile) cable serving the line but believed it was close to tracing the problem. brings them into his coalition, their continued support from outside

Hotels, holiday homes and boarding schools are already almost completely booked for the 50th anniversary on June 6, 1994, of the Normandy landings. (A regional tourism official for Calvados said 95 percent of botels in the department were booked for the week of June 3 to 9. In Because of the Arabs' past allineighboring Manche, there is no more room for groups, according to a spokeswoman of the Liberty 1944 association. ners and put them in charge of

ministries, something that has nev-er been done in Israel. But now that French and in link, the latest step in a plan leading to high-speed rail travel between

Diphtheria has lifted 300 people in Russia in the first 10 months of the year and is spreading, a Russian health official said in Moscow. About 10,000 cases of diphtheria, more than a quarter of them children, were registered between January and October. he said

Walt Disney Co. has opened a Disney Store on the Champs-Elystes in Paris, its third in France. The company plans to open three more stores in

#### This Week's Holidays

Banking and government offices will be closed or services curtailed in the following countries and their dependencies this week because of national and religious holidays:

MONDAY: Albania, Liberia, Panama, Serbia.

TUESDAY: Philippines, Serbia. WEDNESDAY: Central African Republic, Chad, Macao, Portugal, Romania.

THURSDAY: Cuba, United Arab Emirates.

FRIDAY: Ghana, United Arab Emirates.

Sources: J.P. Morgan, Reuters.

#### German Network Is Cool To American-Flavored TV

BERLIN — A television station backed by American investors started broadcasting Sunday in Berlin with a critical sendoff from a German government-backed network that saw "totalitarian" aspects

German government-backed network that saw "totalitarian" aspects to U.S. media ambitions in Europe.

Saying it was the first local commercial station in Germany, 1A opened its schedule with a Lutheran service for Advent. The first day's programming also had a live report from a local horse race, a circus show, advertising from local car dealers and supermarkets, a Gina Lollobrigida movie, a program on the singer Tina Turner and David Janssen in "The Fugitive." Time-Wamer Inc. and other American backers hold a majority stake in 1A.

Mayor Eberhard Diepgen of Berlin pushed a button to start the broadcast and wished 1A "good cooperation" with Germany's big public statious. But the first comment from that sector was negative. A report Friday on ZDF, a channel financed by viewers' fees, cast a sharply questioning eye on the style of U.S. commercial television

a sharply questioning eye on the style of U.S. commercial television and on the ambitions in Eastern Europe of the American backers of the new Berlin station. Luiza Brann, presenter of the ZDF "Aspekte" culture program, said American images and lifestyles would be beamed into Germany and Eastern Europe.

"Could it be," she asked, "that this American way of broadcasting,

though it is presented so democratically, has totalitarian aspects?"

# Egypt Zeroes In on Students

By Chris Hedges New York Times Service CAIRO, Egypt - Battling a ris-

CAIRO, Egypt — Batting a rising tide of Islamic militancy, the carrying out these activities, said government of President Hosni Licutenant Colonel Mahmoud Figovernment of President Hosni Lieutenant Colonel Mahmoud Fi-Mnbarak is moving to stamp out shawy, an Interior Ministry offi-the powerful Islamic student orga-cial. These campuses have become nizations at Egyptian universities.

The crackdown has led to a half- the terrorists.". dozen student demonstrations, including one at Alexandria Univer-

Student protesters briefly occu-pied the president's office at Cairo University this month, and dozens

a dangerous recruiting ground for

Colonel Fishawy, seated in his. office in the heavily guarded minis-

sity a month ago that left at least 10 try, held up a photograph of a students injured after it was broken up by policemen.

of riot police officers remain sta-tioned at the edge of the campus. Minister Atel Sedki was nearly killed by a car bomb on Thursday killed by a car bomb on Thursday "They should be studying not as he rode in his motorcade. The bomb, Egyptian officials contend heralds a new, more professiona type of terrorism inspired, if not directed, by Iran. The Iranian government denies the accusation.

> Czech Party Re-elects Chief Agence France-Presse

KOPRIVNICE, Czech Republic young police officer who had been — The Czech prime minister. View it liked by militants the day before. Clav Klans, was re-elected Sunday as president of the governing Civil ple have to die on both sides. The war is heating up. Prime two-day party congress.



Junko Onishi: "I just wanted to play jazz. That's it." "The people wbo love fazz music would never do that kind of record," she said, "I knew, This is thing," she said, "They just be-

A Jazz 'Sideman' Vaults Into Limelight in Japan

lieve in acoustie sounds and Getting ber parents to send their 18-year-old daughter to study jazz in the United States. She was born in Kyoto but moved with her family to Tokyo at age 4. They moved into the though, was a tough sell "They fourth floor of a large, nonde-script apartment building. Filterwere mad, and we argued all the time," she recalled. "I didn't eat anything and just stayed in my ing down from the floor above, room. I never talked to them or and composer has become the she could hear the sound of a darling of the Japanese jazz piano, and at 4 insisted she get the saw them. Then, finally, I won."

world. Her fiery playing, steeped in the stylings of Art Tatum, Like most good girls studyin At Berklee, she fell in with a in the stylings of Art Tatum, Hampton Hawes and Duke El-lington, has breathed life into the only classical music. She was not group that included Delfeayo Marsalis, a trombonist and the vounger brother of Wynton and Branford, and the trumpeter Roy red local scene.

She has recorded two albums attended the Berklee School of Hargrove. "I used to hang out with them and do sessions all the time," she said. "I learned from Before that, her only knowledge of jazz came through rethe jam sessions, not the classes."

nal and Jazz Life. Her second cords. She owned only three. But disk, "Cruisin," with the drum-one of those, the classic collaboralichy for the real thing after three years in Boston, she rented an apartment in New York. But tion between John Coltrane and Thelonious Monk, convinced her there, the elfin Miss Onishi had a overseas next year. Her far better that she should become a jazz hard time convincing anyone that "As soon as I listened to the For six months, she went to after-

But they never gave her a chance, Japanese woman whose interests

"They're like jazz groupies," she said of the Japanese women who frequent jam sessions, "They want to date some jazz musicians, black jazz musicians. So they sometimes say they're pianists or

With her visa almost expired, during the third set. The house pianist, irked by a long line of horn players waiting their turn to sit in, asked if anyone in the house could spell him.

The bard the twint that worked as a sideman with the trombonist Shigeharu Mukai.

"It's harder here to find good bass players or drummers," she

Harper Brothers at the Blue Note, seeing her as just another young were not entirely musical.

Miss Onishi was close to giving up and returning to Japan. But she decided one night to head uptown ophonist Jesse Davis led a quintet that opened into a jam session

for black people. They didn't say only black people can swing, but to me it sounded like that. I didn't want to hear it anymore. It was too much for me. To make things worse, gigs

with the masters, which paid a miserly \$70, were far from being a maturing process. She was pressed to play in the styles of Herbie Hancock, McCoy Tyner When her mother became il last year, Miss Onishi returned

home. She formed her own trio

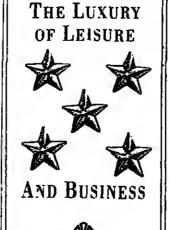
bass players or drummers," she
"At first no one answered," she
said, but there's more of an opsaid. "Then I realized I was the portunity to do my own things."

# **Hindu Extremists Fade**

By Molly Moore Washington Post Service NEW DELHI -- In the first maior elections since sectarian riots swept India a year ago, the Hindu nationalist opposition party that



FAX: (310) 471-6456 Call or write for informatio Pacific Western University



BEAU-RIVAGE PALACE 1006 Lausunne - Switzerland 74. 11206133732 Fas H216133331 The Jending Hotels of the World helped to fuel the country's reli-gious turmoil has lost key electious in state voting.

Early results Sunday in four important north Indian states upset efforts of the Bharatiya Janata Party to increase its political power and its platform of Hindu chauvinism, a trend many feared could escalate religious strife. Although vote counting will con-

tinue for several more days, early results showed the Bharatiya Janata winning decisively in the capi-tal, New Delhi, and leading in Raiasthan, with the governing Congress Party claiming the mountain state of Himachal Pradesh and socialist-leaning third parties winning in Uttar Pradesh.

vate companies. But most meat is brought in under government aus-pices, and it is all kosher; that is, Vote counting will not begin in an additional two states until later from animals slaughtered according to Jewish dietary laws. The government now wants to turn the operation over to private hands, and

Although many political leaders and pundits had billed the state country's political future, analysts said Sunday that the mixed results instead demonstrated the voters' refusal to be swayed by religious emotions, as well as a frustration with the rhetorie of both the Bharatiya Janata and Prime Minister P. V. Narasimha Rao's Congress Party.

The Bharatiya Janata is held responsible for creating the atmo-sphere that led radical Hindus to tear down the Babri Masjid mosque at Ayodhya last December. the event that sparked rioting that took about 1,600 lives.

In the aftermath of the destruction of the mosque, Mr. Rao dismissed the party's governments in four states. For the last month, polling has been conducted in those states under stringent securi-

**AUCTIONS** 

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# STATESIDE / A SERVICE MISSION

POLITICAL NOTES

Welfare Task Force Weighs Hiring Subsidies

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WASHINGTON - As part of its plan to revamp the welfare system, the Clinton administration is considering giving new federal subsidies to companies that hire or find jobs for welfare recipients. One option is to have the government pay employers directly to absidize the wages of welfare recipients. Another is for the government to hire personnel firms that would receive a fee for each person

Previous efforts to use corporate subsidies have generally failed, and the discussion remains in a preliminary stage. But a confidential working paper circulated among administration officials early last month proposed giving corporations up to \$5,000 for each welfare

recipient they hire. The options are under consideration by a 32-member working group of federal officials appointed by President Bill Clinton to help overhand the welfare system.

Mr. Clinton campaigned on a pledge to "end welfare as we know it," by imposing a two-year limit on benefits. After that, he said, welfare recipients would have to work or perform community service. But he has not yet answered a paramount question: Where will the jobs come from? The discussion of subsidies gives new chies to the

Some welfare experts have argued that the only way to enforce a strict work requirement is for the government to create a large number

of public jobs or part-time community service positions.

But members of the group working on the president's proposal have called a large public jobs plan costly and politically unpopular, especially among unionized public employees who fear losing jobs. "The most important thing is to build bridges to the private sector," said one member of the working group, speaking on condition of anonymity. "We view public sector jobs only as a last resort."

The subsidies have been tried in experiments that date back as far. as President Lyndon B. Johnson, and some remain in effect. But they

have largely been unsuccessful.

The potential problems with subsidies have been flagged in a background paper prepared for the working group. One problem, according to the confidential document, is that subsidies can "stigma-

Robbers in the Oueens Borough of New.

York City tore the leather jacket off a preg-

nant woman, then fatally shot her husband.

The burglary of a Mariott Hotel safe netted theres \$16,000 in Colorado Springs, includ-ing 830 pounds (377 kilograms) of coins.

Musder was the leading cause of workplace death in five states and the District of Colum-

By Helen Dewar and Kenneth J. Cooper

Washington Past Service.
WASHINGTON — In a tri-

omph of substance over style, President Bill Clinton and the 103d

Congress broke the legislative grid-lock that has gripped Washington

in recent years, stumbling to one of the most fruitful first years of an administration in decades.

Although the record does not leave behind such landmarks as the

interstate highway system of the 1950s or the civil-rights legislation of the 1960s, Congress churned out

bills addressing some of the na-tion's biggest problems—and put others on track for action next year.

It enacted nearly \$500 billion in tax increases and budget savings to

reduce the deficit and funded most

of Mr. Clinton's "investment" ini-

tiatives on education, health, and

It approved a North American

free-trade zone — the world's largest — that will phase out taniffs among the United States, Canada

It created a new national service

program to involve young people in

community endeavors in exchange for higher education aid, along

and Mexico over 15 years.

roads and bridges.

Alexander Ortiz, while she watched.

ize" weltare recipients seeking jobs and actually "hurt their long-

term employment prospects."

Another is that subsidies "could be a windfall to employers for hiring the exact same people they were going to hire anyway." A third problem, the paper said, is that the policy "could simply result in the displacement of equally disadvantaged persons." (NYT)

New Jersey Democrats Accept Their Loss

NEW YORK - After three weeks of legal and political wrangling over whether Republicans tried to suppress the urban black vote, the New Jersey Democratic chairman has said that his party plans to abandon its legal campaign to overturn Christine Todd Whitman's narrow victory over Governor Jim Florio on Nov. 2.

The party chairman, state Senator Raymond J. Lesniak, said that hours of lawyers' questioning of Edward J. Rollins, Mrs. Whitman's political strategist and campaign manager, and of ber brother, Webster B. Todd Jr., had failed to provide enough evidence of payments to black ministers and to Democratic workers to justify continuing the challenge of Mrs. Whitman's election,

Mr. Lesniak said that party leaders were planning either to withdraw the Democrats' lawsuit over Mrs. Whitman's victory or to drop the portion of it asking for invalidation of her election, but to continue to press for Republican financing for voter registration drives, among other things. Either option, he said, would end the party's effort to prevent Mrs. Whitman's taking office in mid-January. Mr. Rollins said on Nov. 9 that Republicans had spent \$500,000 to suppress the urban black vote. He recanted the next day, but his

retraction failed to end suspicions about the campaign or to keep Mrs.

Whitman's 27,000-vote victory out of a legal tangle.

Quote/Unquote

Ben Wattenberg, senior fellow at the American Enterprise Institute, on Bill Clinton: "The most difficult thing for a president to recover from is being laughed at: Remember Gerald Ford. I think Clinton is straddling that thin line where people who are oow langhing about him will laugh at him. Of course, he is smart enough to

#### NASA's Big Gamble: Hubble Repair The list of concerns includes everything from scientifie papers — more than any other NASA By Kathy Sawyer Washington Past Service WASHINGTON - Before dawn on

Wednesday, a crew of seven veteran shuttle astronauts is scheduled to lift off on an 11-day. \$630 million servicing mission of extraordinary complexity intended to correct the Hubble Space Telescope's vision — and vindicating

NASA's. The \$2.1 billion Hubble telescope, which was meant to revolutionize astronomy when it was launched three years ago, had a minuscule flattening in the curve of its main mirror, an error about one-fiftieth the width of a burnan hair.

That was enough to blur the telescope's images, cut its scientific output in half and subject the space agency to ridicule for allowing the flaw to survive undiscovered for a decade, until after the telescope had been deployed in orbit almost 400 miles (650 kilometers) high.

The shuttle is to capture the telescope as the two craft orbit the Earth at 17,500 miles an bour. Then plans call for at least five, and, if necessary, eight, days of spacewalks during which a team of three men and one woman, equipped with about 200 custom tools, are to install corrective optics and fix unrelated hardware problems that threaten the telescope's usefulness

The risk of trouble is high. Key policymakers regard the flight as a linchpin for NASA's future in the manned space-flight business.

"If the mission goes well, it will show that we can work on sophisticated spacecraft while in orbit, which is one of the lingering questions people have about the manned space program and its future space station," said Senator Bar-bara A. Mikulski, Democrat of Maryland, who is chairman of a NASA funding subcommittee.

After the Hubble flaw was first revealed, Senator Mikulski denounced the telescope as a "techno-turkey." Astronomers say that since then, despite its problems, it has managed to produce a steady stream of discoveries and 325

During the repair mission, "I'm sure we'll all

consume a lot of Rolaids," Senator Mikulski said, "because so much is riding on the sboulders of the crew." Scientists and engineers see the mission as a chance for redemption. "Whether we like it or

not, this program will be in the history books," said the Hubble chief scientist, Edward J. Weiler, who has spent 14 years on the project.
"It's up to us whether our grandchildren read that it's a national disgrace or a great American

Hubble's concave mirror is beyond repair. So the crew is to install optical devices that will extend mirrors the sizes of quarters and dimes into the telescope's light path to compensate for

"It's just like putting glasses on a oearsighted eye," said Mr. Weiler, "except we do it with mirrors."

The outer edge of the main mirror - a 94inch-diameter (240-centimeter) disc curved like a very shallow bowl - was ground too flat by one ten-thousandth of an incb; the corrective mirrors will be too high by the same proportion. The combination should focus the incoming light to a sharp point.

It will take six to eight weeks of adjustments and calibration after the repairs before scientists can obtain the first corrected images. If the mission is a complete success, scientists say, it should restore the telescope to at least 87 percent of its promised capability and enable it to detect planets around stars other than the Sun. possibly prove the existence of hypothetical objects such as black holes and help expand man's knowledge about the age and evolution of the universe.

But this will not be easy. "There are opportunines for a lot of things to go wrong - obviously," said the mission director, Randy Brinkley.

a screw that gets away from an astronaut's fatgloved fingers and floats into the telescope innards to a breakdown of the shuttle's giant mechanical arm, which is to grab the Hubble. secure it in the shuttle's cargo bay and then belp anchor and maneuver the spacewalkers.

How will NASA define success? Officials have walked a fine line, cramming as much as possible into the flight in hopes of completing it all, but trying to dampen public expectations.

They have defined "maximum" and "minimum" success criteria, and they say they are prepared to fly a backup repair mission within

months if necessary.

The crew's mandate is first to do no barm. The spacewalking team has a list of seven highpriority tasks and five less important jobs to undertake in five scheduled days of spacewalks. Before they install the corrective optics, they

are to remedy two major hardware problems that jeopardize Hubble's ability to operate. The first job is to replace Hubble's 39-font (12-meter) solar wings, which convert the Sun's

energy into electrical power for the scientific instruments and communications. The second task is to install rate-sensing gyroscopes, part of the telescope's fine guid-

ance system that enables it to lock onto a celestial target. Three of Hubble's six ratesensing gyroscopes have failed. Because three gyros are required for oormal operations, if one more failed, there is coocern that the telescope could not collect science data, according to Ken Ledbetter, the Hubble program manager. Restoration of redundancy in this critical

system is considered a minimum for success, officials said.

In order to claim success, the crew must also install at least one of the two devices containing the telescope's new optics. Each is a large instrument that must be inserted precisely into a cavity in the telescope structure, with clearances of a fraction of an inch.

tary assistance.

Investment Corp. and the Export-Import Bank, It would be up to the

secretary of state, moreover, to de-

cide whether the aid package for

any country should include mili-

complained that Congress attaches

too many strings to foreign aid and

earmarks too much of the aid bud-

get for specific countries. The oew

bill would allow the president to shift hundreds of millions of dol-

lars a year between aid programs,

and from other government func-

tions into foreign aid, without go-

independent groups, however,

say that by protecting aid levels for Egypt, Israel and Russia while cut-

ting all other funds, the administra-

tion is undermining the objectives

laid out in the proposed new law.

according to the Overseas Develop-

ing to Congress for approval.

Presidents of both parties have

# Clinton Seeks Flexibility on Foreign Aid

By John M. Goshko and Thomas W. Lippman

Washington Post Service WASHINGTON -The Clintoo administration has proposed a complete overhaul of the nation's foreign assistance programs that would give the president broad flexibility to use aid to advance his foreign-policy goals and would jettison existing programs conceived primarily to combat communism.

Instead of distributing funds principally to support friendly governments in specific countries, as the United States typically did during the Cold War, foreign aid would be used to advance such broad policy objectives as promoting democracy, encouraging free trade and combating terrorism and the spread of ouclear weapons.

Aid to Israel and Egypt - historically the largest recipients of U.S. assistance — would be protected, and plans to help finance Russia's move toward a free-market economy would be preserved. But otherwise the work of the Agency for International Development, which manages U.S. aid programs, would try to enhance "sustaioable development" and promote peace rather than supporting individual nations.

Additionally, all foreign aid programs would emphasize population control, environmental protectioo and improvements in the status of women in developing countries. In an echo of the domestic antipoverty program of the Johnson administration, planning of aid programs would require "active involvement of potential recipieots.

The proposed new approach to cut off to any nation where an agencies as the Overseas Private foreign aid, which seeks to bring all elected government was over- Investment Corp. and the Exportelected government was overthrown in a military coup. federal agencies with international programs into a coordinated assis-· "Promoting peace" by aiding tance effort, was sent to key memregional defense groupings and anti-drug efforts and rewarding nabers of Congress last week in the

tions that refrain from developing

sistance." The bill would create an

Emergency Refugee and Migradon

Assistance Fund, and would also

allow the president to take money

from other programs and agencies

• "Promoting growth through trade and investment" by coordi-

nating the work of the Export-Im-

port Bank, the Overseas Private In-

vestmeot Corp. and other

international development agen-

"Advancing diplomacy" by specifying that the secretary of

state directs policy for all U.S. in-

cies with the aid program.

for emergency relief.

Providing humanitarian as-

weapons of mass destruction.

On Capitol Hill, where there is widespread agreement that the time for restructuring the foreign aid program has come, early response to the administration's initiative was mixed. Some members regard the proposal as a useful starting point, staff aides said, while others have already objected to a provision that would allow the president to waive restrictions on aid to nadons suspected of developing ouclear weapons, in particular Pakistan.

form of a 136-page bill labeled "discussion draft," in anticipation

of enactment next year.

The administration's proposed hill does not mention Pakistan or any other country by name. In-stead, it lays out six broad policy objectives that all aid programs would be intended to promote and hists several categories of oations that don't light the spread of ouclear weapons, terrorist states - that would be barred from receiving any aid unless the president waived the ban in U.S. nadonal interests.

 "Promoting sustainable development" by encouraging economic growth, population control and protection of the environment.

These are the six policy objec-

aiding fledgling democracies, espe-cially with training. Aid would be

NAFTA strained his administra-

bor and left many congressional

Democrats disgruntled, more so because his \$16 billion stimulus

package had been huried by a Re-

had to do was produce jobs - and

we've gone the whole year and

we've had oo jobs bill," said Repre-

sentative Louise M. Slaughter

Democrat of New York, a NAFTA opponent who described herself as

depressed as hell" as she left town.

Other Democrats felt relief from the frustration built up over 12

years of Republican vetoes. "A lot

of what we used to be frustrated

over got passed this year," said

Representative Barney Frank,

Democrat of Massachusetts.

"The one thing we all knew we

publican Scnate filibuster

• "Promoting democracy" by

Those with a for business will appreciate the new Executive

ternational aid programs, not only ment Council, the Environmental

in the Agency for International De- and Energy Study Conference and

velopment, but also in such related many other groups.

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# CALLING ONE FOREIGN COUNTRY FROM ANOTHER IS NO

with measures to give workers leave resentative Robert E. Wise Jr., for family medical emergencies, Democrat of West Virginia. liberalize voting laws and ease the "Right now, you have a hard time proving it by me, viscerally," er participation in partisan politics. he said. "It's like cleaning up a lit enacted a nationwide waiting period of five business days for You don't get a lot of credit." The president's rocky start -

Clinton and Congress: A Messy but Effective Legislative Year

Moreover, the bruised sensitivities both Democrats and Republicans pose problems as Mr. Clinton and Congress bead for their biggest test — next year's effort to restruc-ture the nation's health care.

SAN FRANCISCO FIRE LEAVES 100 HOMELESS - Fire fighters on cranes aiming water at a five-alarm blaze in San

Francisco's Haight-Ashbury District. The weekend blaze gutted nine apartment buildings and left about 100 people homeless.

**Away From Politics** 

bia during the 1980s, according to the first federal study to pinpoint workplace fatalities by state. Of the 7,603 Americans slain at

work in the last decade, 985 were murdered in

Alabama, Connecticut, Maryland, Michigan,

South Carolina and Washington, D.C. New

York does oot tabulate such homicides, but

the National Institute of Occupational Safety and Health estimated its toll at 867.

• Responding to complaints from merchants

long-standing ban on federal work-

It celebrated the end of the Cold

**NEWS ANALYSIS** 

War - upon which the United

States had spent trillions over the

last half-century — by giving \$2.5 billion to help republics of the for-mer Soviet Union achieve democ-

And, to the surprise of those who

thought it could not be done, legis-lators even killed a big federal pro-gram: the \$11 billion Supercon-

ducting Super Collider under

construction in Texas.

But their shambling performance — the early mishaps, the later near-misses and the continual

distractions, deals and conflicting

racy and free-market economies.

purchase of handguns.

Many legislators see health-care reform as a make-or-break issue, not only for Mr. Clinton but also for Congress in its effort to regain public confidence. This year, in part because there was no longer a Republican at the

White House to block a Democratic Congress, Mr. Clinton won a bigger share of his first-year legislative fights than any president since Dwight D. Eisenhower. Congressional Quarterly ana-

lyzed roll-call votes through Sept. 14 and found that when Mr. Clinton took a stand, he prevailed 88.6 percent of the time, the highest for a first year since 1953.

messages — took a lot of the glow off what would otherwise be a for-Discarding votes on noncontro-"When historians add it up, they

o Antigua

Australia

+ Austria

✓ Bermuda

University and Richard Fleisher of quarrelsome cooks who left the Fordham University, were surprised to find an even higher percentage of Clinton victories.

The president's rocky start — out of the old Democratic recipe

culty finding an attorney general without "nanny" problems, and

and residents, municipal officials in San

Francisco are considering whether to estab-lish city-tun brothels that would rent rooms

to prostitutes, check their health and collect

taxes on their earnings. The San Francisco

Board of Supervisors has created a 20-mem-ber group that includes three former prosti-

tutes to consider legalizing prostitution and other steps that might help neighborhoods

where sex is sold oo street corners.

bigger share of his first-year legislative fights than any president since Eisenhower.

Clinton won a

defeat of his economic stimulus program — gradually gave way to big victories on bigger issues like deficit reduction and NAFTA.

whole story.

But statistics do not tell the

The results of the year's efforts over new welfare and job training would conclude it's been a produc-tive session of Congress, said Rep-tists, Jon R. Bond of Texas A & M pudding cooked up by a team of Mr. Clioton's victory on

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including the controversy over ho-mosexuals in the military, his diffitrade lines, had a Republican flavor. And initiatives like the oational service program evoked the "new Democratic" values that Mr. Clintoo touted in his campaign. Some of the victories were

achieved at substantial cost, including real dollars for pork-barrel deals and the less tangible currency of poliocal capital and public image. Most costly of all may be the notion that the administration is a soft touch for political favors.
It seemed that when Mr. Clinton

was not damaging his Democratic base, he was straining relations with Republicans, and vice versa. He relied solely on Democrats to pass his tax-and-spending proposals, alienating Republicans. He de-pended mostly on Republicans to pass NAFTA, angering maoy Democrats. He will need a coali-

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Be there now.

By Stephen Kinzer

New York Times Service

series of political scandals that

have shaken Germany since the

country was reunified in 1990, the

government of the eastern state of

Saxony-Anhalt resigned Sunday

after the premier and three of his

ministers were accused of corrup-

The premier, Werner Münch,

and the three ministers were recent-

ly revealed to have been receiving

considerably higher compensation

than they had publicly acknowl-

Through a series of additional

ayments supposedly to be used

or expenses and compensation for

lost income in their native West

Germany, the four have reportedly

received a total of about \$600,000

in undisclosed income in the last

In a last-ditch effort to prevent

the extra payments from being

made public, Mr. Münch said last

month that he and his ministers

could oot make public documents

detailing their compensation be-

cause the documents were protect-

ed by privacy laws. Press reports

and continuing demands by state

legislators, bowever, forced the

four to acknowledge the payments

BERLIN - In the latest of a

#### **BOOKS**

GOING OUT: The Rise and Fall of Public Amusements By David Nasaw. 312 pages.

Reviewed by Jonathan Yardley

\$25. Basic Books.

CENTRAL reality of Ameri-A can society in the late 20th century is that it is atomized and Balkanized. Americans live not so much together as apart. They stroll the sidewalks or jog the pathways cocooned in Walkmans, and drive the highways cocooned in dashboard-mounted CD systems; they rent videotapes to be watched in the privacy of their residences or book themselves up to the private universe of cable television; they work in home offices where their principal links to the outside world during business hours are electronic; they treasure privacy as an im-plicit constitutional right and hire

lawvers 10 defend it. Whether all this is for good or ill is a question still in the early stages of debate. What is certain, though, is that it stands in stark contrast to American life as it was lived in most of the rest of this century. Until the technological revolution began to make its effects felt in the middle class, most Americans spent their lives in public. They worked on crews or in offices, they played games in public spaces, they ound amusement in the company

of their fellow citizens. This last is the subject of "Going Out," yet another exercise in the study of popular culture to emerge from the ever-grinding mills of academe. As such studies go, it is a cut or two above the average, being at

& New Zealand

POSITION/LOCATION

REPORTERS/Tokyo, Hong Kong

least marginally less antipathetic to American economic institutions than are all too many others, coming into being as they do in the hothouse of the prevailing scholarly orthodoxy. To be sure, David Nasaw is at pains to demonstrate his purity on matters of racial justice, at times ludicrously so, but otherwise he is content to let his story tell itself with only occasional

forays into the obligatory jargon.

The essence of his story is that from the late 19th century until the postwar years, two major develop-ments took place in American life: Reduced work demands made it possible for ordinary people to have leisure time both during the work week and on vacation, and technological change made it possible for them to do so en masse. With the notable exception of African Americans, people were drawn together by amusements into "social groupings that were totalizing rather than divisive, or generous rather than snobbish, ioclusive rather than exclusive." Democracy, which in social terms often seemed more an ideal than a reality, took palpable form as Americans of almost all sorts crowded together, first in vaudeville theaters, then in amusement parks and penny arcades, then in baseball parks and motion-picture palaces. As Nasaw writes, in one of his more blatant

excursions into gobbledygook: "The crowd was a occessary constituent of the amusement park experience. The park was, in this regard at least, a 20th-century daptation of 19th-century festivals, fetes and boliday celebrations. where revelers took over the streets. the parks and the waterfronts to have a good time publicly and collectively. On entering the park, one surrendered one's individual standing in the outside world and merged into a temporary play community which coexisted with one's visit and dissolved immediately thereafter."

Nasaw's prose may be indigestible but his point is correct: Public amusement became a form of socialization in which the various barriers that divided Americans - class. money, education, ethnicity - were at least temporarily lowered in a "promiscuous mixing of disparate social groupings." People came to movie theaters "prepared to merge unobtrusively into the crowd."

The public amusements about which he writes played an important role in America's adjustment to its changed populace and its accommodation to the changed ways of the 20th century. Certainly it is true, as Nasaw says over and over — and over — again, that black Americans were not merely excluded from most of these amusements but also were often the subjects of mean, racist parodies. For other Americans, though, public amuseis quick to acknowledge this.

It also needs to be acknowledged, as Nasaw does only in passing, that ultimately the same popular amusements in which blacks were mocked and scorned became the avenue on which blacks began their march into the American mainstream. The great irony of Nasaw's tale, though it is one he overlooks, is that sports and entertainment are now the principal sources not merely of black success but of white acceptance of blacks. African Americans may still find doors closed to them in business and industry and the other bas-tions of the American economy, but on the playing field as on the screen and in the recording studio, they can go as far as their talents can take them. Even as public amusements retreat into the privacy of the living room, their democratizing power

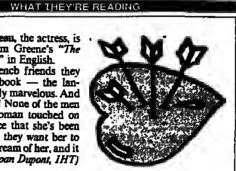
Jonathan Yardley is on the staff of The Washington Post.

remain undiminished.

 Jeanne Moreau, the actress rereading Graham Greene's "The End of the Affair" in English.

"I tell my French friends they must read this book — the language is absolutely marvelous. And the relationships! None of the men who love this woman touched on the divine essence that she's been carrying around: they want ber to be the way they dream of her, and it kills her," (Joan Dimont IHT)

COMPANY



this year the laws of social bridge king, and she later finessed the mine conform to duplicate and nonvul-By Alan Truscott LMOST 60 years ago, a bril-A liant group of players became nerable penalties for defeats of four tricks or more are heavier. the first life masters based on their playing performances. They were: able penalty, South took a shot at David Rurnstine (later Bruce): Oswald Jacoby, Howard Schenken; seven no-trump, which had a Waldemar von Zedtwitz, P. Hal chance of being a lay-down. As it turned out, it was worse than a

Sims; B. Jay Becker; Theodore Lightner; Richard Frey; Michael Gottlieb, and Sam Fry Jr. One of the last links to this cluster of stars was severed this month when Mabel Frey, Richard's widow, died in her sleep at the age of 88. On the diagramed deal, played almost three years ago, she held the South cards. After her partner opened one heart, she charged ad with Blackwood,

The final cootract of seven bearts would have been a lay-down, but East saved in seven spades, This action would be less tempting today, for since the beginning of

graced the entire state government

Mr. Münch and two of the three ministers who were implicated with him are members of Chancellor Helmut Kohl's Christian Demo-

The collapse of the Saxony-Anhalt government marked the second political setback for Mr. Kohl in two weeks. Last week, his candidate for Germany's presidency, Steffen Heitmann, withdrew from the race after it became clear that he had little chance of winning.

The opposition Social Demo-crats called for new elections in Saxony-Anhalt, but it was not clear if the Christian Democrats, whose coalition still holds a majority in the state legislature, would accede to their demand.

In a statement announcing his signation and that of his cabinet, Mr. Milnch insisted that neither he our the other implicated ministers

had done anything wrong.
"Nonetheless, the public discussion has become so poisoned that the facts are no longer being taken into consideration," Mr. Münch asexplained only by my desire to parliament in 1990.

BRIDGE

Rather than accept a nonvulner-

finesse, but not as much worse as

West to have the queen and ten of 0 10 8 5

might appear. South had to play

clobs, oormally a 24 percent

chance. But since East had shown

length in diamonds, by doobling that suit at the six-level, and length

in spades, by bidding them at the

greatly increased.

America. Sove up to 50%, No cou-ports, no restrictions, Imperiol Conada

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en-level, the chance that West

held the missing club honors was The biddi

A legislator, Jurgen Angelbeck, spare my family, the state and the asserted that the four had "dis-ruling parties from further harm." According to a report to be pub-

lished in Monday's edition of Der Spiegel, the newsmagazine, Mr. Münch's secret financial arrangements made him the highest-paid public official in East Germany. The report quoted Mr. Münch as defending his private use of ex-

pense money by saying that "in the eyes of the law, it makes no difference if a lawmaker uses it to buy specialized books or a diamond ring for his wife." The fact that all four accused

politicians are "imports" from West Germany seemed certain to increase the skepticism that many East Germans harbor toward some of their Western cousins. All four came to Saxony-Anhalt after being mable to rise in politics in their home states.

Mr. Munch had failed in his 1990 campaign to win the Christian Democratic leadership in his native Lower Saxony. Interior Minister Hartmut Perschao had failed three times to win election as mayor of Hamburg. Ecocomy Minister Horst Rehberger lost his post as economy minister in Saarland after serted. The calls for my destruc-tion fill me with rage and stain my bonor. This resignation is to be a brief term, and Minister of Social

NORTH (D).

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## An East German Cabinet Quits The Vatican "kingdom of democracy" that helped them adjust to America and to each other; to his credit, Nasaw Scandal Over Pay Is Latest Setback for Kohl Stays Silent On the Vote In Rome

Compiled by Our Staff From Disputches ROME - The Vanican has refused to endorse either candidate for mayor of Rome, the Italian press on Sunday quoted religious SOUTCES 25 SAYING.

The contenders for the Dec. 5 vote are Gianfranco Fini, the candidate of the neofascist Italian Social Movement, and Francesco Rutelli, the Green candidate. Mr. Rutelli is backed by the Democratic Party of the Left, the Greens, the radicals and some Christian Demo-

Mr. Rutelli won 40 percent of the vote in the first round of the election on Nov. 21, 4 percent more than Mr. Fim but not enough to avoid a runoff.

Opinion polls on Sunday showed Mr. Rutelli drawing more support

than Mr. Fmi. Both the far left and the far right made strong gains as voters desert-ed the Christian Democrats and Socialists, weakened by by con-tinuing corruption scandals. The Christian Democrats, who

have governed Italy since World War II ended, failed to get enough votes for any candidate to run in

A poll for the Roman Catholic magazine Famiglia Cristiana, car-ried by the Italian press on Sunday, predicted that Mr. Rutelli would receive 60 percent of the vote to Mr. Fini's 40 percent

But a second poll indicated that the race, which has set off an emotional debate about Italy's Fascist past, could be much closer. A survey of Rome voters for the newspaper Il Giornale gave Mr. Rutelli 52,4 percent to Mr. Fini's 47.6 per-

The paper noted that since the poll had a margin of error of four percentage points, the candidates were running virtually neck and

In the first round, Mr. Fini won 35 percent, compared with 39 per-cent for Mr. Rutelli.

The campaign reached a fever pitch last week when the press baron Silvio Bertusconi, who also owns the AC Milan soccer team, said he preferred Mr. Fini over Mr.

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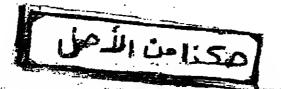
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# 3 French Boys Linked to Murder

PARIS—The case of three French boys, 8 to 10 years old, who are accused of beating a vagrant to death has raised comparisons in France to the beating death in England of a toddler by two boys. The two Britons were convicted last week. The three French boys were placed under investigation three weeks ago for battering and inflicting blows that unintentionally caused death, a spokesman for the state prosecutor's office said.

The three were said in press process to have bludgeconed the tramp

The three were said in press reports to have bindgeoned the tramp with a wooden beam and to have dragged his body to a shallow well, where the police later found it.

The boys, one 8 years old and the other two 10, have been released

into the custody of their parents pending indicial proceedings. Judge Anne-Marie Vignaud explained that children under 13 facing criminal proceedings could not, according to French law, be placed in

Two other tramps accused of being present during the attack are also under investigation. The killing occurred on Oct. 29 in the Paris suburb of Vitry-sur-Scine and was made public Friday evening. The three boys, from Vitry, were said to have made friends in October with two yagrant men, aged 37 and 47, who moved into a shed on a vacant lot where the boys often played. The children

regularly brought the vagrants food.

Trouble began when a third homeless man, Pierre Boura, 45, described as an ailing alcoholic, tried to move into the shed against

described as an ailing alcoholic, tried to move into the shed against the wishes of the other two, press reports said.

On Oct. 29, Mr. Boura bragged that he had tried to set the shed on fire the previous day, infuriating one of the other two vagrants, who started to beat him up in front of the three boys and a fourth child, aged 13, the reports said. The three younger children, according to the newspapers, joined the fray, beating him with a wooden beam and finally dragging his body to the nearby well.

One of the vagrants was said to have looked on along with the 13-year-old, who later recounted the story to a friend who in turn told the police.

#### Some HIV-Tainted Blood **Found in Romanian Sales**

By Jane Perlez New York Times Service

BUCHAREST - Romanian blood products have been found to be a source of blood contaminated with HIV that was distributed by a German company, World Health Organization officials say. Romania's health minister has

acknowledged the sale of the Romanian blood, which was bought from impoverished people in the capital. But the officials, who gave the company special permission to, sell the blood, have said only that it was contaminated with hepatitis, not with the human immunodeliciency virus that causes AIDS.

WHO officials in the Copenhagen office, which oversees Eastern Europe's AIDS programs, said German investigators, in search of the sources of contaminated blood, discovered that the Romanian blood was tainted with HIV.

German prosecotors have charged a Koblenz company, UB Plasma, with distributing the blood its subsidiary in Bucharest. UB Plasma Roma, sold 1,550 liters of plasma to the savent company. of plasma to the parent company

The WHO officials said they had been told that "one or two" of the 1,550 liters from Romania were tainted with HIV. The normal rate for HIV infectioo for blood products from Western Europe is one in WHO official said.

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# MILITARY: The Unwieldly Legacy of Soviet Empire countries in the North Atlantic alli-

had come to draw the line against concessions to former adversaries. At home, torn by the hreakup of the Soviet Union into forces with conflicting missions and loyalties, many officers deplore the collapse of the superpower they served and do not accept its dismantling as final. The hammer and sickle still adorns the military's seal just as the

empire mentality prevails.

You can forgive Yeltsin our pauper's pay, the destroyed health of our wives and children, our eviction from warm houses virtually into open fields," said a senior officer recently withdrawn from the Baltics. "But we cannot forgive that lands conquered by our fathers and grandfathers, and our people living on them, have been given away for less than a pinch of tohacco." In many regions, Russian troops

have taken things into their own hands. With or without Moscow's blessing, they have taken sides in ethnic wars, usually to prevent the regions' spinning further away from Moscow or to protect the in-terests of some 25 million Russians accused General Grachev of waverwho have suddenly become forcigners in spinoff states.

There is no real civilian control over the military today." Mr. Rogov said. "The end of 1991 saw the collapse and withering away of the Soviet state, and there is still no real government in Russia: bureaucrats do what they like, without fear. In the military itself, you bave a democracy of the generals."

Nothing has demonstrated the

Russia quite as starkly as the to haunt politicians as long as Russtorming of the parliament on Oct.
4. The crunch of tank treads on Moscow streets was a brutal re-

minder of the military's ability to decide the balance of power in The "events of October" also showed the generals to be far from unified in their loyalties or views.

Their initial reaction when Mr. Yeltsin cracked down on parliament was to shut off the Defense Ministry's outside telephone lines and declare neutrality. In the immediate aftermath, the dominant reaction was relief -that casualties had been limited.

that the troops had obeyed. Dis-tributing medals and promotions, Defense Minister Pavel S. Grachev

praised the soldiers for "saving Russia from a tragedy that could have led to civil war." But since then, many reports bave emerged of vacillation in the military and of heated midnight debates on the eve of the attack. Most startling was a recent interview in which Mr. Yeltsin openly

"My defense minister couldn't make up his mind," the president said. "There was a time of uncertainty when the troops did not arrive. Apparently he had been given too much responsibility, and he doubted whether the soldiers would follow his orders."

The image of an army capable of

sia's politics remain in turmoil. Lieutenant General Aleksandr 1. Lebed, the commander of the 14th Army in Moldova, who in his outspokenness has become a symbol the army's uncertain role, was hlunt in his criticism.

"I believe that a grandiose crime has been committed." he said. You could do anything, but not drag the army into this affair. Can you imagine the situation of the soldier who comes home today to Tula or Ryazan, and old women spit in his tace. It all happened before, in 1917, when the nation split into White and Red. History teaches us nothing." But that history taught precisely

that a huge army suddenly stripped of mission and political guidance, distrusted by its people and denied sustenance, would inevitably be drawn into politics.

"The army should not be in poliucs, of course," saio Dmitri A. Volkogonov, a reured general, military historian and adviser to Mr. Yelt-sin, "But it is always an instrument of state, and if there is an interest to the state, it must declare its posi-

With Russia's political structures most likely to be weak and chaouc for many years to come, the military is certain to remain a huge presence in politics and a tempting

It was noteworthy that on the eve of his crackdown on parliament. Mr. Yeltsin almost doubled offiboth crushing a parliament and cers' pay. And he has given in to gic Studies in London. It had war aged its environment questioning commands is one likely military pressures by opposing ships and submarines stalking the But even in the chil

membership of Eastern European

But many an officer acknowledged that there was something beyond money and rank he would like to recover: respect.

"It would be good if the image of the army changed now," said Lieu-tenant Colonel Vladimir I. Goncharov. "It's been covered with tial for trouble in years ahead. black paint. We're the oppressor, a drain on the economy. Now maybe they'll realize how many times they'll realize how many times we've stopped bloodletung."

Only a few years earlier, the tanks that shelled the parliament were among 70,000 that enforced Soviet rule on whole nations of Europe and Asia.

half of those who entered military academies were sons and grand-sons of military men, drawn by tradition, prestige, security and, by Soviet standards, good pay.

Their heritage, actively nour-ished by the Soviets, stretched centuries back to grand czarist armies and audacious Cossack horsemen who had conquered Swedes, Poles, Germans and Turks, who swept across Siberia to the Far East and who drove Napoleon back to Paris and Hitler back to Berlin.

The military became the proudest creation of the Soviet state, an awesome muscle around which the Kremlin budt its economy and its policy. It was the biggest military machine in history — 5 million men under arms at its peak in 1988, according to the Institute of Strate-

manently in orbit, enough nuclear missiles to pulverize the planet sev-

eral umes over. Now that great force has shrunk sized Russia's power to justify it to about 1.5 million. The remaining own demands for spending. Bu force is no longer perceived in the West as a mortal threat but, be-cause it still has a large nuclear arsenal, there is always the poten-

gin, head of the Association of Military Sociologists. The number of deaths in the military was up, and the cause, he said, was often concealed behind diagnoses such as "severe cardiac insufficiency." In fact, practically every fourth death was a suicide.

The officer corps was a proud and pampered caste. More than not believe that their units were capable of carrying out their missions. Mr. Deryugin found, and 76 percent of cadets said the main reason for quitting the military was the "rejection by the public of the military profession."

In the heyday of the Soviet Army, money was hardly a consideration. Throughout the Cold War. Moscow's grand strategy was a replay of the closing days of World War II: huge tank armies racing across the German plains while thickets of nuclear missiles insured that the United States would never survive a nuclear war.

To support the strategy, Moscow channeled more than half of its industry, science and talent into a ravenous military industry, even as it drained away its wealth and rav-

But even in the chilliest days of

seven seas, manned spaceships per- the Cold War, there was a distinc gan between the Soviet Army menacing image and reality.

The American military emph own demands for spending. Bu former Pentagon officials now a knowledge that the Soviet militar

was not as great as many specialis "They lived a lie." a forme American military officer said

We probably had a better idea o their ability to go into combat that they did."
On Nov. 2. President Yeltsin Security Council, his main policy planning committee for interna and external security, finall

agreed on a new "military doo inne.

Not surprisingly, it proved to be less a blueprint for the future that a reflection of existing problem and realities.

The document also confirmed that Russia would not renew the Soviet pledge not to use nuclea weapons first. Russia seemed t want to remind potential aggres sors, including the Chinese, that i still had 6,200 strategic nuclea warheads.

For conventional forces, the doc trine confirmed Russia's increase emphasis on a smaller army with highly mobile airborne and helicopter assault units, able to re spond quickly to regional conflicts All these grand concepts and

hopes, however, require money "We have long-range plans, but the economic conditions are not conducive to realistic planners," said Andrei Kokoshin, first deputy defense minister.

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# Confident Haiti Officers Consolidating Their Rule

By Douglas Farah

B'ashington Post Service PORT-AU-PRINCE — Military leaders, confident that the United States and the United Nations bave no way left to force the return of the exiled president, the Revereod Jean-Bertrand Aristide, are establishing a political network to consolidate their power for years to come, according to diplomats and sources close to the Haitian mili-

A UN-mandated oil embargo imposed six weeks ago to force the Hartian military to allow Father Aristide's return - bas been choking the nation's economic life without hindering the military, and American and United Nations officials are pondering new approaches to the crisis.

But officials in Port-au-Prince and in Washington admit that they are caught between two unpalatable choices: continuing the embargo on the Caribbean nation of 6.3 million people, or lifting the sanctions, giving the 7,300-member

army a clear victory.
"Everyone is just thrasbing around," said one American official involved in the policy-making process. "I hate to say it, but the military has us boxed into a corner. and no one has any idea of what to do except let the situation ride for a while and hope something breaks

In the past week, Father Aristide's appointed prime minister, Robert Malval, has held meetings with political and business groups and the army high command to discuss the worsening economic situation. He plans to travel to Washington on Wednesday to meet with Father Aristide and White House officials. When Mr. Malval took the job in August, he said he would resign Dec. 15. He has been repeating that stipulation to cabinet members and associates.

So far, the only new proposal of the Malval government under con-sideration by American and UN officials is asking the United Nations for exemptions to the oil embargo to grant relief groups access to fuel to enable them to distribute humanitarian aid,

"But there is a problem with that," said a senior UN relief work-er. "Who will have control of the oil, and bow do you keep it out of the hands of the army? If you distribute food some places, but other people still cannot get to work be-

able to the majority in Northern Ireland, which bas about 950,000 Protestants and 650,000

cause there is no public transporta-tion, so they lose their jobs, is that Haiti's first democratically elected panies stored in the country, estipresident. He was overthrown by humane or fair?" In July, the army commander,

the military Sept. 30, 1991. Sources close to the military say Lieutenant General Raoul Cedras, the army never intended to honor and Father Aristide signed the the accord. Rather, military leaders Governors Island Accord, which bought themselves four months to called for the military to step aside to allow the president to return stockpile large amounts of fuel, to Oct 30 and ended a previously organize resupply lines of contraband fuel from the neighboring UN-mandated oil embargo. When Dominican Republic and to arm it became clear the military would and form their political groups.

not honor the agreement, oil sanc-Father Aristide, who won a land-

mated to be a seven-week supply.

According to peasant leaders, religious workers and relief experts in the countryside, the military has shifted its emphasis from repressing any pro-Aristide activity to actively seeking to establish its own political presence across the coun-

Two weeks ago, army leaders control here," said one political antiforced Texaco, Shell and Esso to alyst. "What they are doing is forced third in command, the sources said.

ing people to bny into the system through its civilian organizations. giving them a stake in the army system by controlling fuel, food and transportation. That means that if the government changes, control in the countryside does not It is a lesson learned from the Du-

The architect of establishing and financing these nationwide groups nominally civilian but usually The army bas always exercised heavily armed — is Brigadier Gen-

#### **AMERICAN**

#### **TOPICS**

#### For Seas, Oil Spills Aren't Worst Threat

tions were reimposed.

The crucial role of the ocean in buman survival is in peril from overfishing, coastal development and land-based pollution. Worldwatch Institute says.

"The catastrophic spills of oil tankers, the fouling of beaches and the killing of whales," is says, "are not the largest problems."

Less dramatic, but more destructive, it

says, are "the slow, persistent incursions of coastal babitat destruction, the relentless push to increase the global fish catch, and the dispersed sources of pollution that ultimately end up in the sea.

Based in Washington, the institute is an environmental research group financed by private donors and the United Nations. Marine life, the world's largest source of animal protein, is threatened by overfishing and pollution, the report said. The global

Housing, tourism and industry have damaged or destroyed salt marshes, mangrove swamps, coral reefs and other coastal ecosystems that are critical to the growth of many

Population is growing faster on coasts than inland. Of the world's 10 largest cities, only Mexico City is not on or near a coast.

#### About People

Bill and Hillary Clinton have redecorated the family quarters of the White House in a neo-Victorian style heavy on swags, velvets and golden laurel wreaths. The \$396,429 cost was defrayed by private donations. Kaki Hockersmith, from the Clintons' hometown of Little Rock, Arkansas, was the decorator. Patricia Leigh Brown of The New York Times, referring to the recent film based on the Edith Wharton novel, called the redo "a sort of underlit 'Age of Innocence' with a lot

The columnist Murray Kempton, in a stab at defining what is unforgettable about Frank Sinatra's style, writes of "the long lingerings that could take a word like wish and sustain it through unending wistfulness of the beart,"

catch rose from less than 5 million tons in and concludes, "Sinatra's supreme gift was to 1900 to 80 million tons today."

#### Short Takes

The "virtual office," with employees working at home or in hotels and connecting by computer with beadquarters, bolds no charms for Christine A. Sullivan, a New York Times reader. In a letter, she contends that doing away with the workplace will make unenthusiastic, disgruntled and depressed employees. This sort of attitude will not be cost-effective." Indeed, "companies that accept or promote the idea may find themselves out of business before long."

Technically, the millennians does not start until Jan. 1, 2001, even if people celebrate it a year earlier, Jan. 1, 2000. The Washington Post checked on what happened a century ago and made the discovery, which "surprised us," that people paid little attention to Jan. 1, 1900, and correctly held off celebratnam. 1, 1900, and correctly field on cerebrating until Jan. 1, 1901, when "City Hall in New York City was bedecked with a huge sign saying Welcome 20th Century. The lead story in the Jan. 1, 1901, New York Times was beadined "Twentieth Century's Triumphant Entry."

## Manuela Escobar, right, daughter of Mr. Escobar, being escorted through the Medellin, Colombia, airport by government agents. She was en route to Bogotá to take a flight to Germany. Bogotá Denies Deal With Escobar

BOGOTA - The Colombian government denied Sunday that it was negotiating a surrender deal with the fugitive drug trafficker Pablo Esco-bar Gaviria and said that his family had traveled to Germany on their own account to escape threats at

Mr. Escobar's wife, Maria Victoria Henao, his two children, Juan Pablo and Manuela, and Juan

Cootinued from Page 1

prime minister and involved senior civil ser-

As recently as 10 days ago, with rumors of

secret meetings flying around Belfast, Dublin and London, Mr. Major tried to scotch them.

He told Parliament that face-to-face talks with

Pablo's girlfriend arrived in Frankfurt on Sunday on a commercial flight. They were detained at the airport, and a police spokeman said that they

would not be allowed to enter Germany, News organizations had speculated that their trip was part of an agreement that would involve Mr. Escohar's surrender, but Prosecutor General Gustavo de Greiff said in a radio interview that he had not been in contact with Mr. Escobar or his lawyers for "about two or three months."

IRA: British Government Fends Off Bitter Attacks Over Secret Contacts

the IRA would "turn my stomach." For the

"unionists," as those who favor staying within

the United Kingdom are called, the latest reve-

lation touches upon their worst nightmare - Catholics. It keeps over 17,000 troops in North-

that some day Britain will tire of the conflict ern Ireland and loses about \$3 billion there a

and strike a bargain with the IRA to leave.

The British government has vowed it would with bomb searches.

#### HOMELANDS: Bophuthatswana Digs In Its Heels BOSNIA:

Continued from Page 1 tions. Four homelands were per-suaded to accept independence, a independent Zuhu homeland. status unrecognized by any comury

except South Africa. bah-POO-tots-wah-nah), common- in 1977. called Bop, was designated for the Tswana people. Alooe among the four ostensibly independent states, it is not utterly dependent on handouts from South Africa. It has two platinum mines and a lucrative gambling playground called situation. Sun City, where white South Africans flock for casinos and topless shows and extravaganzas like Saturday's Miss World competition. About a fourth of its budget comes

South Africa. Bopbuthatswana also bas the support of conservative whites who live in the farmland surrounding it. jobs in South Africa. In its opposition to the new constitution, the bomeland is part of a held seems to have set off a spendlobbying alliance that includes it-or-lose-it building frenzy.

white separatists and Chief Mango-

Homeland leaders insist that South Africa has no anthority to Bophuthatswana, (pronounced take back the independence it gave

"How do you feel if Zimbabwe votes to dissolve the government of Washington, D.C.?" Godfrey Mothibe, the justice minister, asked two American visitors the other day. "It's exactly the same

On the map, Bopbuthatswana resembles amorphous blobs swim-ming in the land mass of South Africa. On the ground, it is an expanse of red dirt and shrubs, scatfrom subsidies and loans from tered with villages much like the destitute black settlements elsewhere in rural South Africa. More than half of its workers commute to

The impending demise of apart-

in the last two years, Mmbatho has been enlarged by an ornate new parliament building, a mirrored Art Deco conference center that serves mainly as a gathering place for government officials, and a \$20 million state-of-the-art recording

stars have shunned. Mr. Mangope and his supporters fiercely deny that their state is merely a figment of apartheid. The Tswanas, they point out, have lived in the area for centuries and are as entitled to self-determination as the Palestinians, the Eritreans, or the Armenians, although the grassroots passion that drives those peo-

studio that international recording

A more credible claim, critics concede, is that Bopbuthatswana has largely escaped the violence and racial bitterness that shreds South Africa proper.

ples is nowhere evident in Bo-

schools graduate 70 percent of their students, more than double the rate for blacks in South Africa.

government spokesman, referring to the gasoline-filled tires that are common weapons of immolation in South African townships.

Sixteen years without apartheid; boasted a cabinet member, Rowan Cronje, "led to the restoration of the confidence of the black peo-

Still, it is striking that the buck in Bophuthatswana often seems to stop at a white desk. The state broadcasting arm, the pension fund, the ministries of defense and finance, the army and the supreme court, not to mention the mining houses and casinos, are all beaded

Foremost among these is Mr. Cronje, a South African who has been a cabinet member in white-ruled Rhodesia and another South African homeland, Ciskei, before alighting here as minister of defense, minister of state, minister of aviation, and chief negotiator.

The president has realized from the first day, to run the complicated business of a government is not yet within the grasp of his people," Mr. Cronje explained.

#### A Last-Gasp Plan

Continued from Page 1 wait, the more they will lose," said a European diplomat close to the talks. If those reasons are not enough to clinch a deal, I don't know what can work."

Lord Owen and Mr. Stoltenberg were described by aides as surprised that the 12 European foreign ministers were willing to push so urgently for a deal.

They include the leaders of Bosnia's three ethnic communities --Radovan Karadzic for the Serbs, Mate Boban for the Croats, and Bosnia's president, Alija Izetbego-vic, for the Muslims. In addition, Serbia's president, Slobodan Milosevic, and President Franjo Tudjman of Croatia plan to join the talks.

[Mr. Karadzic said Sunday that Thanks to a classroom peace se-cured by Mr. Mangope's some-land to the Muslims, Reuters re-times ruthless policemen, high ported from Belgrade. He told a news conference that the meeting on Monday organized by the European Community was merely an "I have never heard of a necklacing in Bop," said Ofentse Seleka, a land to the Muslim-led Bosnian effort to force Serbs to cede more government.]

As a resumption of shelling killed five more people in Sarajevo. Mr. Izetbegovic insisted that the West should tighten saoctions against Serbia unless their allies in

Bosnia surrender enough territory. Mr. Izetbegovic also called on the Croats to stop their "interference" - apparently a reference to intense fighting in recent weeks around Mostar and other parts of western Bosnia - and grant the Muslims a secure land route to the sea before he will consider accept-

ing any peace agreement.

Mr. Karadzic, whose forces occupy about 70 percent of Bosnia, said that the Serbs must be allowed to hold on to their conquests and that sanctions would have to be lifted before any territorial conces sions were made.

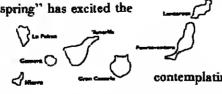
He also predicted that the Serbs would be the scapegoat, saying it was clear that "the Serb position" after the meeting will be worse than it is now because it is obvious that Serbs will be accused again by those who have the least right to do



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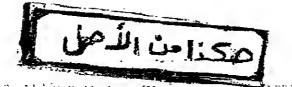
#### ANNOUNCEMENT FROM THE REPUBLIC OF TURKEY PRIME MINISTRY PUBLIC PARTICIPATION **ADMINISTRATION**

99.923% share of the Republic of Turkey Prime Ministry Public Participation Administration (PPA) in PETLAS Inc. Co. has been announced to be put into block sale as per the privatisation programme. Referring to Article 8 of the block sale announcement published in International Herald Tribune dated Oct. 29, 1993, the deadline for the bidding has been extended from Nov. 29, 1993 to Dec. 14, 1993. Detailed information and the document related to the tender can be obtained from the address of the PPA stated here-under.

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المكذا من الأصل

BOSNI



# 2 Catholic Bishops Released by Beijing

By Patrick E. Tyler

A . 37 . 37 . 37

New York Times Service BEIJING — As President Jiang Zemin traveled to Seattle this month to meet with President Bill Clinton for a tough discussion on human rights, the conventional wisdom was that China would not release any political prisoners as a concessionary move.

But now, Western officials and human rights activists say they have confirmed that two elderly Roman Catholic bishops, one of them paralyzed and severely ailing.

were released Nov. 19 after three 73, and Bishop Cosmas Shi Enx-years in prison-like conditions. iang, 71, had been held in labor They have returned to their camps and what Chinese officials They have returned to their homes in Hebei Province, church officials in Hong Kong said.

Both men were on the list of 300 political or religious detainees pre-sented to the Chinese authorities in October by the State Department's semor human rights official, John Shattuck.

Their case also was raised during last week's visit to Beijing by Chancellor Helmut Kohl of Germany. Bishop Peter Chen Jianzhang, called a home for the elderly where the bishops were not allowed to leave and family members were not allowed to visit them.

"The Chinese have acknowledged by sending these elderly bishops home that they were in detention," said John T. Kamm, a rights advocate in Hong Knng.

He has sought to draw attention to the Chinese use of "nld people's homes," mental institutions and la-

#### JAPANESE: A Leap Into China

In hundreds

of millions

and help facilitate its own restruc-

turing, there is also the fear of feed-

ing an Asian rival. At least in terms

of purchasing-power parity, Chi-

na's economy, which grew at a 13.3

percent pace in the first nine

months of this year, could be less

than a decade away from rivaling

In the long term, Japanese execu-

tives and officials are wary of de-

veloping too exclusive an alliance.

They want to integrate Chinese op-

erations with those in Southeast

Asia, where Japanese interests

dominate, so that Beijing's influ-

ence will not be overwhelming.

"It's clear China will become an

economic superpower, but nobody

wants a Pax Sinotica," said Kazuo Yawata, director of the North and

East Asia division at the Japanese Ministry of International Trade

"We would prefer that China be-

come part of the international or-

der and play an appropriate role within it," he added, in what he

called his own personal view and

NEXT: Japanese automakers

not necessarily that of the agency.

fear being left in the dust by their European and American competi-

tors, as China's audo market takes

off at an astonishing pace.

Japan's in size.

and Industry.

of dollars

#### Continued from Page 1

trade with China, has small stakes in 30 projects in the country. But the company says it expects to have investments in 100 projects in three

Another major trading company, Mitsni & Co., plans to increase its investments in China from 44 to 100 over the next three years.

"When you look ahead to the year 2000 or 2010, China will be three or four times bigger," said C. H. Kwan, senior economist and head of Asian research at Nomura Research Institute in Tokyo. "Then China may emerge as Japan's largest market and investment destina-

"The whole thing is gathering momentum," he added. "There will be rapid change from now on."

Japanese exporters are being pushed offshore by the strong yen, which has made manufacturing in Japan less competitive. In China, they find wages among the lowest

In addition, a broad range of companies are being pulled by China's surging economy, which thirsts for everything from steel and cement for infrastructure development, to cosmetics and big flatscreen TVs of the sort made by Matsushita for newly affluent con-

"We see China as the most promising market in the world," said Akira Ito, chief representative of the Bank of Tokyo in Beijing. ...

Japan is not the only country expanding its investment in China. The Japanese trail the pace set by American and European rivals, all of which are far behind those made by overseas Chinese in Hong Kong:

Taiwan, Singapore and Malaysia.

And although Japanese investments are numerous, most are now small in scale. Conservative Japanese executives have been rejuctant to risk major sums in a country. where political and legal systems

In addition, many executives fear that Chinese economic growth has been too fast and unbalanced and could face bottlenecks due to

#### shortages of raw materials and for-

eign exchange. But now, battered by the high yen and dazzled by Chinese growth, Japanese companies are re-evaluating their Asian strategies. At the same time, concerns about political stability are waning as Beijing's market-oriented reforms

appear increasingly irreversible.

The Chinese economy has a kind of immunity from political difficulties," said the Japanese am-bassador to Beijing, Michibiko Kunihiro, "Even if Deng Xiaoping dies, the machina mill dies, the machine will continue to

As China's economy becomes a safer bet, Japanese executives say their advantages relative to over-seas Chinese, American and European investors will become clear. These include Tokyo's status as China's biggest source of development aid and private lending. Geographic and cultural closeness also make it easier for Japanese companies to invest in China than West-

Perhaps the most pioneering Japanese company in China has been Yaohan, a retailing and manefacturing conglomerate. The company, which moved its headquarters to Hong Kong in 1990 to be closer to China, plans to open 3,000 fast-food outlets and 1,000 supermarkets by 2010. It also is building a distribution center in Beijing and a department store in Shanghai that will be China's largest.

Marubeni is more representative. It has stakes in 30 projects in China, mostly in textiles, energy distribution, housing and pharmaceuticals. Its latest venture is a door-todoor delivery service in Shanghai,

Although China's emergence as an economic giant would offer Japanese business huge opportunities

#### Riot at Tbilisi Bread Factory The Associated Press

TBILISI, Georgia — A mob broke into one of the last working bread factories in the Georgian capital on Sunday, three days before rationing was to begin.

#### detention even as China has said its population of political prisoners is declining. In China's first decade of com-

munism, when religious persecu-tion was greatest and uses to the Vatican outlawed, Bishop Chen was sentenced to life in prison in 1954. He was paroled in 1980. He has diabetes, and is said to be completely paralyzed on his right side as a result of a cerebral hemorrhage and unable to care for himself, State Department reports say.

He disappeared from his home on Nnv. 17, 1990, and had not been heard from since.

Bishop Shi also was detained in 1990 and has been held in an "old people's home," State Department reports say.

Their release may also have been prompted by China's desire to improve its relations with the Vatican, which still recognizes the Nationalist government on Taiwan as the legitimate representative of the

Pope John Paul II is believed to be interested in making a visit to China in the future, which would be a milestone event after a long and bitter estrangement between the church and the world's most populous country, where there are when their van of an estimated 75 million Christians. from Singapore.

#### **COLONY:** Losing Patience

#### side should bear the responsibility'

for the failure of the talks. The news agency also published excerpts from a meeting between Lu Ping, director of Hong Kong and Macso Affairs for the State Council, and a Hong Kong wom-en's delegation during which he said the Chinese side hoped the talks would continue.

"As long as the talks proceed in the interests of the 6 million Hong Kong residents and to maintain Hong Kong's long-term interests, it will not be difficult to solve prob-lems that crop up," he said.

"No matter how many rounds nf the talks take place, the Chinese side will see them through to the end," he added.

Beijing-controlled newspapers here asserted Sunday that Britain had deliberately scuttled the negotiations. "People can clearly see that yesterday's result was a premeditated

#### 17 Malaysians Die in Crash

KUALA LUMPUR - Seventeen Malaysians on their way to watch a soccer match in the Malaysian capital were killed Sunday when their van collided with a bus

#### act," the paper Ta King Pao said in an editorial. It asserted that Britain had made it clear that its strategy was to move ahead nn its own and

to bring the reform measures before the legislature in December if the talks broke down. "When the British finally break off all talks, there is a simple way in

take care of that." the paper said. It suggested doing away with Mr. Patten's proposals and letting China decide the issues by itself. The talks center on Mr. Patten's proposals to widen voter participa-

tion in district board polls and the more important 1995 legislarive elections. Hong Kong reverts to Chinese rule in 1997. China has dennunced the proposals as a breach of the Basie Law, the constitution under which Beij-

ing will govern Hnng Kong after the Chinese takeover. It claims that Britain is trying to extend its influ-ence in Hong Kong to beyond the Chinese takeover. Mr. Patten said the government was not walking away from the negotiating table, but he reiterated

that with the 1994 elections approaching time was running out for action on his proposals. China has threatened to remove elected officials when it regains sovereignty if Mr. Patten goes ahead with his election reforms withous Beijing's approval.
(AP, Reuters)

"I promised befure the election that I would resign if my party did

gressive Party. ise to party members and voters," he added.

standing committee member and a leader next year.

or Kuomintang, took 15 nf 23 may-The Democratic Progressive Par-

dependents won two. Nationalists took 14 seats and the Democratic Progressive Party six. terest in running for president in One seat went to an independent

# **Opposition Leader** Resigns in Taiwan

TAIPEI — The leader of Taiwan's largest apposition party resigned Sunday in take responsibility for the party's disappointing performance in local elections.

"I promised before the elections.

election," said Hsu Hsin-liang, 52, chairman of the Democratic Pro-"I have to make good my prom-

Shih Ming-teh, 52, a central lawmaker, will take over Mr. Hsu's post until the party elects a new

The governing Nationalist Party.

In local elections in 1989, the

governing party had fallen below 50 percent of the popular vote. Some political analysts speculat-

ed before the vote that a strong

showing by the Nationalists might prompt President Lee Teng-bin to advance the date of Taiwan's first presidential election by popular vote, now scheduled for 1996. The presidential election is the last major step in Taiwan's adoption of a democratic system that began with the lifting of martial

Mr. Hsu said that he bad not nral and magistrate posts at stake resigned because his party failed in the elections on Saturday. political promise be made.

"I am not losing any faith in ago and advocates independence Taiwan's opposition movement, from China, won six seats, and in- and receiving 41 percent of the vote is quite impressive and encourag-Mr. Hsu, who has expressed in-

1996, did unt disclose his future

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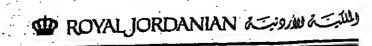
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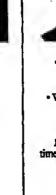
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# Herald Tribune

## A Pre-Winter Initiative

The Europeans are launching a final diplomatic effort to stop the grief in Bosnia before winter sets in with a vengeance. Their immediate aim is to apply official heft, such as it is, to shore up the recent already-cracking agreement among the parties to let desperately needed relief pass. The deeper purpose is to move toward a Bosnian peace. Serbia would get a certain easing of sanctions in return for allowing Bosnia's Muslims 3 or 4 percent more territory than they were earlier offered. In the last diplomatic round, the Muslims had said that in terms of territory the Bosnian Serbs and Croats had come up 3 percent short.

There are grave limitations to this deal. It provides for no extra penalties on Serbs and Croats who choose to defy its terms. It allows Serbs and Croats to retain almost all of the territory they have acquired by conquest. It condones "ethnic cleansing" and the changing of international frontiers by force. It gives the detested Serhian leader Slobodan Milosevie - who is not however and incredibly, the worst his country could do -a coup on the eve of Serbian elections. It leaves Bosnia torn and wretched.

But against these heavy disabilities must be set the fact that - speaking here only of ideas with a prayer of acceptance - no one has a

better idea. The Europeans are at the end of their tether, one winter away from entirely abandoning the field. President Bill Clinton still nurses the hope of gaining Security Council approval for lifting the arms embargo ou the Muslims, but the hope is vain and he nurses it quietly. Moscow is, at best, unhelpful.

In the circumstances, the economic sanctions on Serbia are Europe's high card. They are cutting deeply into Serbia's daily life and its whole future national prospect. The Europeans, who are considerably more engaged in Bosnia, are readier to play the sanctions card there than are the Americans, who are more modestly engaged. Still, it makes sense to play the card in stages. In the first stage must come Serbian cooperation in Bosnia; in a second, respect for the United Nationssponsored, unenforced Serbian accord with Croatia; in a third, Serbian accommodation in Kosovo; and in a fourth, trials of the leading perpetrators of war crimes.

## **Seoul Should Cooperate**

President Bill Clinton cannot allow a lastminute anxiety attack in South Korea to deflect his defi diplomatic efforts to denuclearize North Korea. South Korea's president, Kim Young Sam, halked last week at a package of inducements aimed as getting North Korea out of the bomb-making business and opening the way to contact and commerce. The package would include the suspension of Team Spirit, the annual military exercise that the United States conducts with South Korea. It could also offer North Korea light-water reactors, which Pyongvang needs to generate nuclear power, and diplomatic recognition, which would facilitate aid and trade. Finally, Mr. Clinton could pledge not to threaten the North with nuclear weapons. In return for all this, North Korea would ahandon its nuclear ambitions and allow international inspectors to verify that it has done so.

So why did President Kim flinch? For one thing, reaching a compromise with the North is not easy for a nation that has suffered a devastating invasion in 1950 and terror attacks ever since; such memories die hard. Further, Mr. Kim and like-minded South Korean democrats are under severe pressure from the military and other hawks who hope in inherit the North's nuclear technology if Pyongyang collapses and are determined to resist accommodation.

But Mr. Kim needs to adopt a steadier and more courageous course if he is to give diplomacy a fair chance. And Mr. Clinton cannot allow South Korean anxiety to deter him from doing what is right for the United States which is also to give diplomacy a chance.

This is not the first time South Korea has wavered between coaxing North Korea toward detente and engaging in provocative gestures at

The war is the enemy, but despair is also the enemy. The European foreign ministers (and American and Russian diplomatic observers gathering at Geneva can make their gestures. Finally it falls to the parties to decide if this is ment when they will move toward peace. -THE WASHINGTON POST.

the risk of confrontation. In June 1992, just as the first international inspectors were entering the North's nuclear sites, South Korean and U.S. generals insisted on holding the Team Spirit exercise that so provokes Pyongyang. President George Bush, reluctant in overrule an

ally as he was leaving office, went along. Mr. Kim, who came to power in February. has been similarly conflicted. When Mr. Clinton began reaching out to the North, Mr. Kim panicked and talked tough. Then when Mr. Clinton warned the North at Panmunjom that t risked destruction, he urged moderation.

Having studied and rejected military strikes and economic sanctions, Mr. Clinton chose diplomacy and inducements as a way to tame North Korea's nuclear ambitions. Can this

The North has pledged in maintain the contimuity of safeguards by allowing inspectors in replace film in monitoring cameras and check seals that keep reactor fuel from being diverted. It must follow through on that pledge and it must also reassure Seoul by resurning their stalled bilateral talks. That will clear the way for a third round of talks with the United States at which all the North's concerns, and those of its neighbors, can be addressed. The fact that Team Spirit exercises are not planned for 1994 should improve the atmosphere.

Despite President Kim's misgivings, President Clinton's coherent package of quid pro quos deserves another try. Step-hy-step diplomacy has proved too slow, given the urgency of getting North Korea out of the bombmaking business. Only a broad, inclusive proposal can produce the diplomatic breakthrough needed to reassure America's allies in South Korea and everywhere else.

-THE NEW YORK TIMES.

## Italians Are Fed Up

last week. In local elections that involved a the prosperous north, the federalist Northern quarter of the electorate, the trends were to-ward the left, the right and separatism — leader of an anti-Mafia movement anything other than the established order. The Christian Democratic-led four-party government coalition saw its vote collapse from nearly 50 percent to less than 15.

Voters had plenty to be angry about. Much of Italy's political class is under indicament for corruption. This discredited the moderate, consensus-seeking style of politics that had made Italy's political order one of the most stable and stultified in the democratic world.

The voters flooded to the extremes, although how extreme the opposition parties prove to be is an open question. The Democratic Party of the Left formerly the Italian Communist Party, showed sirength throughout the country, and the candidates it backed led the field in mayoral elections in Rome and Naples. The ex-Communists, who have spent two decades moderating themselves into a social democratic opposition, arouse a lot less fear with the Soviet Union dead and gone. More stunning was the success of the neo-

fascist Italian Social Movement. Its candidates will face off against the ex-Communists in Rome and also in Naples, where the granddaughter of Benito Mussolini is campaigning to disconcerting cheers of "Duce! Duce!" In known as La Rete, was elected in a landslide as mayor of Palermo, the Sicilian capital - a result that deserves cheers around the world.

The strength of the neo-fascists and ex-Communists gave the financial markets the jitters. But although the Christian Democratic-backed cabinet led by Prime Minister Carlo Ciampi may be in trouble, new national elections are not likely until next year. By then, centrist politicians untonched by the scandal —there are a few —will scramble to cobble together some alternative. Meanwhile, both ex-Communists and the Northern League are making moderate noises, seeking advantage from worries about the

success of the neo-fascists. In the postwar years. Italy has given few signs of wanting a second experiment with government by the far right. Nonetheless, the venting of Italy's voters is fair warning of what happens when moderate politicians become complacent and assume that the elector-ate will always prefet them to the risks of radical change. To voters angry enough, radicalism can start looking reasonable.

- THE WASHINGTON POST.

#### Other Comment

**Getting Together to Save Peace** 

Egypt, even as it tries to cope with Islamic fundamentalist-inspired violence at home, has taken the lead in seeking to persuade other Arab states to stop bickering with each other. concomitant with bringing the long Arab-Israel conflict to an end. Its efforts deserve Washington's broad support.

Morocco and Tunisia seem close to formal-izing ties with Israel, Islamic but non-Arab

Indonesia has also signaled a change in attitude. Of most immediate importance, Jordan

stands ready to sign a peace agreement.

The more Arah and Islamic states that line up in favor of normalizing relations with Israel, the more isolated and outmaneuvered both Arah and Israeli anti-peace extremists will find themselves. Broad-based progress on the peace front is the most effective response to those who aim to suhvert the peace process.

- Los Angeles Times.



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# Christopher Works the NATO and Middle East Cases

WASHINGTON — To his lasting regret. Heavy Kissinger once called himself the Lone Ranger of American foreign policy. Expect no such indiscretion from Warren Christopher. Men who work with derringers instead of blazing six-shooters do not adver-

tise their speciality.

The closest Mr. Christopher has come to acknowledging his stealthy style was in a testy rejoinder a few weeks ago in Senator Jesse Helms, whom he counseled not to mistake courtesy for lack of resolve. Others have regretted making that error, the secretary of state observed under the pressure of Mr. Helms's nasty badgering at a Senate hearing. A conversation with the secretary suggests that the recent storm of criticism of the Clinton

foreign policy team has had some useful effects. Mr. Christopher is now pushing back against his critics in a more forceful manner and focusing on achievable goals in setting and explaining the administration's priorities. In our talk, he wastes little time on defensive denials of flaws in the policy-making process, preferring to stress what can be done

now to encourage diplomatic successes in promising situations and to limit damage in inpromising ones like Bosnia and Somalia. His best chance for a diplomatic success to

put the first uneven and controversial year

By Jim Hoagland

behind the administration lies in the Middle East, which he visits this week. But he will first go in Europe, where damage control is on his agenda and on his mind.

On Tuesday at a NATO meeting in Brussels he will emphasize what the United States has done and is prepared to do in expanding humanitarian relief to Bosnia, rather than dwelling on the alliance's mability to end the war.

He has steadily backed away from his broad Feb. 10 declaration intended to clear the way for a limited military intervention by NATO in Bosnia. He takes a final step over the line inm the noninterventionist camp by saying in our conversation that it would take a force "of 100,000 to 200,000 troops" to resolve the conflict. "I don't think our interests are sufficiently involved for that," he says in an unconscious echo of the argument used by George Bush and Colin Powell in bar even limited U.S. military intervention.

NATO's relations with Eastern Europe, Russia and the other former Soviet republics

will dominate the Brussels meeting, which is expected to adopt the U.S. "Partnership in Peace" proposal. It extends military cooperation hut not NATO membership to East

European nations. Mr. Christopher firmly rejects published criticism of the plan by Mr. Kissinger, who argues that the Clinton administration's refusal to extend NATO into Eastern Europe because of concern about Russian reaction gives Moscow a veto over

Western security policy.
"We cannot engage in a neo-containment of Russia," the secretary says. "If we tried neo-containment it would be the surest way to unnerve our European friends" and set hack reform in Russia.

Acknowledging that "there have been ex-tensive debates" in the State Department on the subject, Mr. Christopher goes on to re-peat that it is too early for the administration to produce a single conceptual framework for what he promises will be "an activist internationalist foreign policy." Containment worked "because we had a

single major enemy," he argues. "You could fit everything into containment. But no single word will describe an activist internationalist policy" in the post-Cold War world. Mr. Christopher offers no apologies for this state of affairs. "My nature is not to try to conceptualize" from scratch, he says in a rare moment of public introspection. "It may be that part of my training as a lawyer is to build up from specifics." He works cases while

others in the administration take stabs at the

Despite his new assertiveness. Mr. Christopher is too prudent to predict big things for his Middle East visit or to discuss the details of the Arab-Israeli peace process. But watch for big developments there if the Israelis, Palestinians and Jordanians can now capitalize on the steady, behind-the-scenes progress they have made in recent days even as turmoil in Gaza has dominated the headlines.

Ready for Air Arafat? The Israelis have given a green light to the PLO leader for a landing strip in Jericho and an air corridor for helicopter flights to link the West Bank and Gaza (while Israel continues to control the airspace over both). Secret talks with Jordan point toward a strong Jordanian banking and inancial presence in the West Bank once the handover to Palestinian autonomy begins.

Mr. Christopher holds the key to whether Syria's isolated Hafez Assad will jump on this rapidly moving peace train. The secretary has quietly developed a good working relationship with the Syrian. This is perhaps the decisive moment to use it to produce movement on the Syrian-Israeli track and to establish that there is more to Warren Christopher's line of diplomatic attack than he has shown thus far.

The Washington Post.

#### Northern Ireland Will Have to Get Worse Before It Gets Better

C AMBRIDGE, Massachusetts -Two months ago, on the heels of the Israeli-Palestinian peace accord, predictions of an end to the struggle in Northern Ireland were widespre peace initiative led by the head of the

Social Democratic and Labor Party, John Hume, and supported by Gerry Adams, leader of Sinn Fein, the Irish Republican Army's political wing, sourced further optimism. Such hopes are misplaced. A string

of 23 deaths in eight days made October the worst month for casualties in Northern Ireland since June 1976, Recently a large shipment of arms headestant paramilitary organizations via Poland was intercepted by British officials. And on Thursday the IRA rejected Prime Minister John Major's call to renounce violence.
Why is the conflict so intractable,

even when the groundwork for accommodation has been laid in more deenly divided societies? Why is there a lack of will and urgency to reach a resolution? Why the unflinching refusal to compromise? Largely because Northern Ireland

is a manageable conflict. This is not to slight the memories of more than 3,000 people who have lost their lives in the last 25 years, nor to deny that everyone in Northern Ireland is ultimately affected by the violence. But any large city in the

United States has a rate of death by

By Padraig O'Malley violence that is three to four times greater than Northern Ireland's. Of the 16,000 people who die each year in Northern Ireland, only 100

are killed by sectarian violence; twice that many die in traffic accidents. Northern Ireland's troubles pale in comparison with the slaughter of 13,000 people in South Africa in the last three years, or the hate-driven rape of thousands of Muslim women

by Serbs in Bosma The level of violence in Northern hreland has fluctuated widely in the last 25 years, from a high of about 200 deaths per month to a low of about six in the late 1980s. The lower the death rate, the easier it is for politicians to leave well enough alone.

And the geographic distribution of violence suggests widely different ex-periences. The daily impact is borne disproportionately by the poor and

the powerless.
North Belfast and West Belfast, both poor working-class areas, account for 40 percent of deaths. Districts that share a border with the Republic of Ireland - Newry, Armagh and Foyle — account for 23 percent, Away from the border — North Down, Stranford, North Antrim and East Antrim - fatalities were under I percent of the total, So most people in Northern Ireland live normal lives. If you do not live in North or West Belfast or on the border and are not a member or former member of the government security forces, you are not really at risk of being killed.

The independent Opsahl Commission, of which I am a member, heard testimony from more than 700 citizens of Northern Ireland last year. When we asked them to describe the conflict's impact on their daily lives. invariably they said it had little or none, except for the inconvenience of

security checkpoints. When the Department of Public Health Medicine asked citizens last year what the major causes of stress in their lives were, "the troubles" and crime were cited by less than a third of respondents, far behind family illness, work pressures and money worries. The situation just isn't bad enough for people to demand the compromises needed for a settlement.

During the Opsahl hearings, peonie were asked what pressures they felt their elected representatives were under to reach a solution, Every time

the answer was the same: none. This has led to a kind of institutionalized inertia: · Politicians are not punished by voters for failing to reach a settlesectarian lines, and victory usually means incumbency for life.

 People do not expect the talks to succeed. In the Opsahl focus groups, participants were asked whether they expected a concurrent round of peace talks to fail. They responded overwhelmingly that the talks would fail, which they did. And even though most people wanted such discussions to take place, there was virtually across-the-board agreement that any talks would be doomed to failure.

· People are alienated from the political process. Apathy is strongest in the middle classes, especially among Protestants. This is a major hurdle because there can be no lasting settlement, particularly not unifi-cation with the Republic, unless Prot-

estants support it.

• Adding to the malaise are the malign effects of direct rule from London. The people of Northern Ireland have no say in the government that rules them. They cannot vote for candidates from any of the major British parties. In Parliament, Northern Ireland's business is conducted by a special procedure called orders-in-council, which prohibits amend-ments referring to Northern Ireland.

 The absence of democracy means that politicians have no forum in which to develop and practice political skills. They do not know how to com-promise or make the trade-offs that

are vital to a functioning democracy. Compromise is a learned behavior. Its

absence produces poor leadership. There is one macahre hope on the horizon. The rise in violence hy terrorists loyal to British rule, and the tit-for-tat murder campaigns that it generates, may finally induce public outrage that compels the politicians to get serious at the negotiating table. If the conflict becomes unmanage-

able and the social mechanisms that have held begin to collapse, the people's desire for a settlement may finally become an insistent demand. - Still, I wouldn't bold my breath. As tenaciously in their diametrically opposing aspirations, thinking in terms

of solutions only aggravates the prob-lem. Proposals like the Hume-Adams initiative, a Catholic proposal that would never receive the support of Protestants, are a waste of time. The people on both sides of the divide know this in their hearts, and realize accordingly that the sporadic

much ado about little, The writer, a senior fellow at the McCormack Institute of Public Affairs at the University of Massachussetts at Grave: The Irish Hunger Strikes and

the Politics of Despair. He contributed this comment to The New York Times.

enthusiasm for peace initiatives is

# After Communism, Back to the Problems It Pretended to Solve

By Alexander I. Solzhenitsyn

ment. Elections are run along strict

C OMMUNISM is far from dead on the territory of the former Soviet Union. In some republics, its institutional structures have survived in their entirety, while in all of them millions of Communist cadres remain in reserve, and its roots remain embedded in the

consciousness and the daily life of the people, At the same time, ugly new ulcers have surfaced from years of torment. For instance: the current nascent capitalism, fraught with unproductive, savage and repulsive forms of behavof which the West has not known.

This, in turn, has even brought an unpre-pared and unprotected populace to a nostalgia for the "equality in poverty" of the past. Although the earthly ideal of socialism-com-munism has collapsed, the problems it purport-

ed to solve remain: the hrazen use of social advantage and the inordinate power of money, which often direct the very course of events. If the global lesson of the 20th century does not serve as a healing moculation, then the vast red whirtwind may repeat itself in entirety.

The Cold War is over, but the problems of modern life have been laid bare as immensely

more complex than what had hitherto seemed to fit into the two-dimensional political plane.

The former crisis of the meaning of life and the spiritual vacuum — which during the nuclear decades had even been deepened from neglect - stand out all the more. In the era of the balance of nuclear terror, this vacuum was somehow obscured by the illusion of stability on the planet, a stability that has proved only transitory. But now the former implacable question forms all the clearer: What is our destination?

Today we are approaching a symbolic boundary between centuries and even millennia; less than eight years separate us from this momentous juncture. (Which, in the restless: year early, not waiting until the year 2001.) Who among us does not wish to meet this solemn divide in a ferment of hope? Many thus greeted the 20th as a century of elevated reason, in no way imagining the cannibalistic horrors that it would bring. Only Dostoyevsky, it seems, foresaw the coming of totalitarianism.

The 20th century did not witness a growth of

morality in mankind. Exterminations were carried out on an unprecedented scale, culture fell sharply, the human spirit declined. (The 19th century, of course, did much to prepare this outcome.) So what reason have we to expect that the 21st century, bristling with first-class weaponry on all sides, will be kinder to us? Then there is environmental ruin. And the

global population explosion. And the colossal problem of the Third World. It constitutes four-fifths of modern mankind and soon will make up five-sixths. thus becoming the most important component

of the 21st century. Drowning in poverty and misery, it will, no doubt, soon step forward with an ever growing list of demands on the

advanced nations. Such thoughts were in the air as far back as the dawn of Soviet communism. It is little known, for example, that in 1921 the Tatar nationalist and Communist Sultan Galiyev called for the creation of an international organization of colonial and semi-colonial na-tions and for its dictatorship over the ad-

vanced industrial states. While maintaining a full respect for the precious pluralism of world cultures and for their search for distinct social solutions, the West cannot, at the same time, lose sight of its own values, its historically unique stability of civie life under the rule of law — a hard-wou stability which grants independence and space to every private citizen.

The time is urgently upon us to limit our wants. It is difficult to bring ourselves to sacrifice and self-denial because in political, public and private life we have long since dropped the golden key of self-restraint to the ocean floor. But self-limitation is the fundamental and wisest step of a man who has obtained his freedom. It is also the surest path toward its attainment. We must not wait for external events to press harshly upon us or even topple us. Through prudent self-restraint we must

learn to accept the inevitable course of events. When a conference of the alarmed peoples of the earth convenes in the face of the unquestionable and imminent threat to the planet's environment, a mighty power, one consuming not much less than half of the earth's currently available resources and emitting half of its pollution, insists, because of its own presentday interests, on lowering the demands of a sensible international agreement, as though it did not itself live on the same earth.

Then other leading countries shirk from ful-filling even these reduced demands. Thus, in an economic race, we are poisoning ourselves. And yet, if we do not learn to limit firmly our desires and demands, to subordinate our interests to moral criteria, we, humankind, will simply be torn apart, as the worst aspects of human anire bare their teeth.

Today, self-restraint appears to us as something wholly unacceptable, even repulsive, because we have over the centuries grown unaccustomed to what for our ancestors had been a habit born of necessity. They lived with far greater external constraints and had far fewer opportunities. The paramount importance of self-restraint has only in this century arisen in its pressing entirety before mankind

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A (E accident

The writer received the Nobel Prize in Literature in 1970. This comment has been excerpted by The New York Times from an address to the International Academy of Philosophy in Liechtenstein.

# Hong Kong Would Be Better Off Without Conspiracy Theories

LONDON — There is no shortage of conspiracy theories that seek in explain aspects of the Hong Kong negotiations between China and Brit-ain. Most emanate from Chinese sources. For example, Deng Xiaoping has claimed that Britain's main pur-pose is to devise schemes to abscond with the territory's financial reserves. He has also accused Britain of con-

the has also accused Britain or con-spiring with local agents to destabilize the place after its departure. Even Qian Qichen, China's urbane foreign manister, has been quoted in a respected Hong Kong newspaper as claiming that Britain is in league with America to develop Hong Kong as a base for subverting Communist rule in China by peaceful means.

However, some rumors of conspiracy emanate from the political hothouse in Hong Kong itself. The most frequent is that Britain intends to sacrifice the territory's interests in favor of British relations with China

A more refined version accuses London of conspiring with Beijing to ensure that the Legislative Council will throw out proposals advanced by Chris Panen, the governor of Hong Kong, for wider democracy. China would then inherit a more supine Hong Kong, leaving Britain to depart in 1997 with its honor intact and with the territory taking the blame for its OWO predicament Rumors and conspiracy theories

thrive in a climate of suspicion and secrecy. These are certainly provided hy the closed door character of Chinese politics and the necessary confi-dentiality of Chinese-British negotiations on the future of Hong Kong. Several issues tend to recur in the conspiracy theories. If considered in less fervid terms, they lend themselves to less conspiratorial explana-

tion. These include the sudden inter-

By Michael Yahuda

est of Britain in a democratic Hong Kong after 140 years of neglect; the prospect of a British "sellout" in protect economic interests in China and Hong Kong: and whether there was a hidden agenda in the appointment of Mr. Patten, a senior Conservative politician, to be the last governor. Britain did not push for democracy

in Hong Kong as it had in other colonies since World War [I because of its calculation that China, on which Hong Kong was dependent and against which there was no credible defense, would not tolerate any preparation of the colony for independence.

On taking China's seat in the United Nations in 1971, one of Beijing's first acts was to remove Hong Kong from the purview of the UN decolonization committee. This was a clear signal that as far as Beijing was con-cerned. Hong Kong was Chinese ter-ritory and the British were tolerated only as temporary rulers. In such a situation, there was no place for a move toward democracy, because it would have been seen by China as an exercise of self-determination.

Democracy became feasible only once Britain and China had reached agreement that sovereignty would re-vert to China under conditions that would allow Hong Kong to retain its way of life. If the territory was to be able to exercise the degree of autonomy necessary to preserve its capitalist system, rule of law and independent civil service, it was recognized by London and Beijing that a democrat-

ic system was essential. This left room for argument about the character of that democracy and about the pace at which it should be introduced. However, both the Joint Declaration and the Basic Law are quite specific about establishing a democratically elected legislature. The British government and its of-ficials have consistently claimed a responsibility toward the people of Hong Kong, It is one of the sources of misunderstanding with China, whose leaders refuse to recognize n British

interest other than money and court-ing favor with the United States. But it is difficult to see how British interests would be served by caving in to Chinese pressure and risking the survival of the rule of law, which is so vital to Hong Kong's continued success as the business center for China and much of Southeast Asia. Britsin's investment in Hong Kong billion). If the territory were to run down after 1997, British interests would suffer and there could be no

certainty that China would be con-tent to trade with Britain regardless. In the process of decolonization, Britain has tended to appoint senior figures with leadership experience to preside over difficult transfers of power. The last such appointment was that of Lord Soames in the approach to independence for Zimbabwe. An official in a position to know has said that Margaret Thatcher intended to do the same for Hong Kong, and that John Major, on succeeding her as prime minister, pursued this course.

There is evidence that Mr. Major was less than satisfied with the way Mr. Patten's predecessor as governor of Hong Kong dealt with issues of human rights. In any event, the Patten appointment signified an important change in the way the negotia-tions with China were to be handled Henceforth the governor would take an even more leading role.

There is sufficient indication of an enormous elash of political cultures between Mr. Pattern and Chinese offiby the two sides to reach agreement by the two sides to reach agreement cials to suggest that the possibilities of collusion between them against the people of Hong Kong would be the least likely. In fact, the dilemma for both sides is that by the terms of the least people of the control of the least likely. Joint Declaration they are supposed in cooperate ever more closely to en-

Sure a smooth transfer of power.

Of course, Britain and China share an interest in preserving Hong Kong's stability, prosperity and way of life. Everyone would be damaged

by its collapse. The danger is that, without anyone wishing it, a failure by the two sides to reach agreement could lead to that. Such a calamity would be an example of the "cock-up theory of history." There are, alas, many examples of the cock-up theory, and yet it has fewer adherents than the conspiracy theory.

The writer, a China specialist, is a reader in international relations at the London School of Economics and Po-litical Science. He contributed this

comment to the Herald Tribune.

#### IN OUR PAGES: 100, 75 AND 50 YEARS AGO

LONDON - Excitement and alarm

have been caused in Dublin by the news that a tin box, to which was attached a partly burnt out fuse, had been found in Aldborough Barracks on Sunday afternoon [Nov. 26]. The contents of the box have been analysed and found to be dynamite.

1918: A Victoria Cross

LONDON — Captain and Brevet-Major John Standish Surtees Prendergast Vereker, Viscount Gork, was awarded the Victoria Cross, the War Office announced Thursday [Nov. 28]. Under heavy artillery and ma-chine-gun fire he led his battalion with great skill and determination to the "forming-up" ground, where se-vere fire from artillery and machineguns was again encountered. Although wounded, he directed a platoon down a sunken road to make a flanking attack, and, under terrific fire, went across open ground to ob-

1893: A Bomb in Dublin tann the assistance of a tank, While thus fearlessly exposing himself, he was again severely wounded by a shell. Notwithstanding considerable loss of blood, after lying on a stretcher for awhile, he insisted on generally direction the many constant of the stretcher to be a stretcher for awhile, he insisted on generally direction than the stretcher to be a stretcher to be up and personally directing the at-tack. He refused to leave the field until he had seen the "success signal" go up.

#### 1943: No Jokes Please LONDON - | From our New York

edition: J You can't joke about American soldiers on the British Broadcasting Corporation's network now. You can't even say "Honey Chile." A straight code of taboos, adopted by the ultra-conservative governmentsponsored radio system, according to a report in The Sunday Chronicle today [Nov. 28], forbids jokes about the British Home Guard, the black market, the police, American soldiers. any of the feminine branches of the armed forces, army officers (but not enlisted men), intoxicating drinks or the bombing of Germany.



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#### CAPITAL MARKETS

#### Slumping Oil Prices Fail To Spark Much Concern

By Carl Gewirtz International Herald Tribune

ARIS - Oil appears to have lost some of its combustibility. The price fell to a five-year low last week without setting off much excitement in financial markets, in part because it is unclear it can be sustained and, even if it is, what impact it will have.

The oil producers are hoping that winter weather, coupled with quickening economic growth in the United States and Britain and continued expansion in Asia and Latin America, will lift demand and prices. Traders appear to concur with this view, since the price

in the futures market in 12 months is \$18, compared with the current spot price of just Analysts are divided about who benefits and

Analysts, meanwhile, are divided about assessing who bene- who loses. fits and who loses from the current price weakness.

Avinash Persaud, a London-based analyst for J. P. Morgan & Co., said the oil price decline was "not especially supportive of the U.S. dollar." But Jonathan Wilmot at CS First Boston in London conten-

ded"the news is negative for the Deutsche mark and the yen." Traders in the foreign exchange market were unwilling to take a view. The dollar ended the week at 1.7138 Deutsche marks, virtually unchanged from 1.7143 DM a week earlier. It was the same story for the yen, with the dollar finishing at 108.85, compared with

Optimists say the dollar's ability to remain stable at a time when European central banks were selling the currency to rebuild reserves of marks was a good sign; pessimists on the dollar's outlook focused on its mability to pierce 1.7200 DM despite the oil-price drop as evidence the U.S. unit was top-heavy.

The only currency moves of note last week was the French franc's recovery to 3.4547 per mark, its best level since the August crisis, when the permitted trading bands of the European monetary system were widened, and the renewed weakness of the fira.

The franc's advance began in Asia, prompting traders to speculate that Taiwan's payment for the purchase of French-made Mirage jets was the driving force. The Bank of France also announced it had repaid 80 percent of the debt it incurred during the

August monetary crisis.

The lira's weakness, to a low of 1,005 per mark before closing at 989, followed the results of local elections showing that the Christian Democrats and Socialists had lost voter support.

The clearest beneficiary from the oil news was the U.S. bond market. Prices railied and yields declined on expectations that inflation would be contained during the economic recovery, enabling interest rates to remain low.

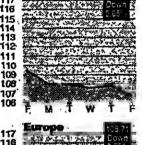
But for Mr. Persand, the prospect of restrained inflation would

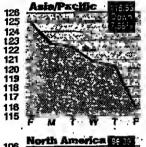
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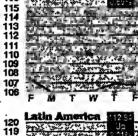


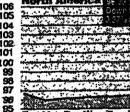
#### THE TRIB INDEX

International Herald Tribune . . . World Stock Index, composed World Stock Index, composed 115 of 230 internationally investable 114 stocks from 20 countries, 113 compiled by Bloomberg Week ending November 26, daily closings.











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Utilities	112.75 1	15.78	-2.62	Raw Materiels	105.41 105.78	-0.2
Finance	111.17 1	18.05	-5.83	Consumer Goods	93.35 94.14	-0.0
Services	116.68 1	17.91	-1.06	Miscellaneous :	120.94 121.29	-0.2

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# Japanese Switch Jobs to Save Them

International Herald Tribune, Monday, November 29, 1993

By Andrew Pollack

New York Times Service

HIROSHIMA, Japan — With a degree from prestige-laden Keio University, Hiroshi Matsuo was working his way up Mazda Mo-tor Corp.'s personnel department when he

After three days of training, he donned an apron and oil-stained work gloves and began unloading auto parts and delivering them to the assembly line in Hiroshima.

Going from personnel to production might seem like a demotion, but Mr. Massuo said be considered himself lucky. His transfer reflects the extraordinary lengths to which Ja-pan's blue-chip companies will go in the depths of a recession to preserve their tradition of lifetime employment.

Faced with a loss this year of up to \$300 million — and unwilling to dismiss white-collar workers — Mazda is shifting 500 of them to the assembly line for three-month sunts to take over johs that had been performed by contract workers, who had since been let go.

But with Japan's lengthening slump, doubts are rising about whether some of the country's biggest companies will be able to preserve such paternalistic practices.

"Most manufacturers are desperately trying to keep that pattern but some might not be able to follow through," said Minoru Ma-

kihara, president of Mitsubishi Corp., the huge conglomerate.

Analysis say the inability or unwillingness

of companies to drastically cut their work forces impedes their efforts to restructure and improve profits. That could prolong the re-

U.S. companies, including the Big Three automakers, are gaining on their Japanese compensors in part because they have be-come more efficient manufacturers with smaller work forces.

Peter Morgan, an economist at Merrill Lyneh Japan, estimated Japanese companies have 2 million more workers than they See LIFETIME, Page 11

## Tokyo Vows Not to Let Rice 'Ruin' GATT

TOKYO - The chief cabinet secretary, Masayoshi Takemura, said Sunday that Tokyo would not break up the Uruguay Round of world trade talks due to end Dec. 15, indicating Japan had no choice but to allow foreign rice growers some access to its market.

On Saturday, a leader of the Clean Government Party in the governing coalition announced his

Chengdu Notebook

turned bare feet insignia.

In the dusty capital city of China's most popu-

lous province, hundreds of kilometers from the

nearest waves, surf's up for clothing company

Hang Ten. Since their opening two mouths ago, a tide of Chengdu would-be beach boys and girls of

all ages has swamped several outlets selling the Californian fashion line famous for its two up-

More stores are under construction here and

elsewhere in a country where new wealth is now

flaunted by purchases of foreign goods.

Although the Hang Ten casual wear line's U.S. heyday coincided with the real Beach Boys' greatest hits in the late 1960s and early 1970s, the San Diego-

based company says the brand rolls on overseas. Hang Ten got a recent boost in its original market from the retro fashion revival, as U.S. tecnagers

opted again for the surfing shorts and striped cotton weave shirts that took beach wear global.

But places like China, where the Hong Kong based distributor YGM Trading experiments with

Hang Ten business suits and brogues, is where the

company's fastest growth lies.
"It's going very well because of its price and image," said Michael Chan, executive director of

YGM Trading, one of about 40 international Hang

Ten distributors. 'We've brought in a Taiwanese

Sichuan Cable TV, an operator with a potential audience of 110 million and iron-clad protection

from rivals, is proof of the Chinese government's

movement to capitalize on what it cannot keep out.

Based in Chengdu, the government-backed ca-ble TV network now has 3 million subscribers watching a handful of channels. If Liang Chongmo, a hroadcast engineer who first pro-

posed setting up a cable network in 1984, has his way, the rest of Sichuan Province will be wired for

Worried by increasing irroads made by foreign broadcasters, such as Rupert Murdoch's Hong Kong-based STAR TV, the Beijing authorities recently moved to restrict mauthorized viewing of

such signals by clamping down on the sale of satellite dishes to individuals. But according to Mr. Liang, China is not neces-

saily a closed market to foreign program providers.
"We plan to exchange programming with other
parts of China and want to bring in foreign programs and joint productions," said Mr. Liang, vice

Dreaming of Cabled Masses . . .

partner to help us cover China."

dozens more within seven years.

support for a partial opening of should not be responsible for min-Japan's rice market, drawing iming GATT," he said. "It would not mediate condemnation from its senior partners, the Socialists.

Mr. Takemura said in a televised interview that he was against rice interview that he was against rice.

be right if, after all sorts of difficult world problems had been solved, it was only Japan's rice problem that remained and only Japan that had

imports but that Japan could not let the issue bring down the Uru-guay Round of talks being held under the auspices of the General Agreement and Tariffs and Trade,
"Japan depends on free trade and

The Surf's Up for Hang Ten

refused to give way."
Yuichi Ichikawa, secretary-gen-

eral of the Clean Government Par-

ty. said that liberalizing the rice markets "deserves study. NHK television reported that

enthusiast eagerly anticipating the day when he

Meanwhile, he is selling advertising and using a

combination of microwave transmission and ter-

restrial wiring to reach urhan households first. Far-

China is encouraging its vast number of workers

living in subsidized state-owned apartments to buy

their own homes. But Orchard Villas, a plush hous-

ing estate taking shape on the outskirts of Chengdu, may not be what Beijing's reformers had in mind.

Behind a high fence and past the clay tennis courts and a phalanx of security guards, a four-phase development is underway that could be, judging from the palm trees and Mediterranean

architecture, set in Florida or the south of Spain.

Aimed at a growing community of foreign busi-nessmen and newly rich local entrepreneurs, Or-chard Villas, partly owned by the Singapore-based

holding company Wearne Brothers, has encoun-

tered mixed selling conditions.

Its first sales, houses scattered around southwest

would-be local huyers.

can bring interactive television to the masses.

flung rural households will come later.

. . . and Plush Orchard Villas

the Socialists, the largest member of the coalinon, assailed Mr. Ichikawa's statement and threatened to bring down the coalition if the rice market were opened.

When the coalition government was formed in August, the seven

parties agreed to keep the rice ban. Under a deal with the United States that has been officially denied but repeatedly leaked to the based on the market. The exchange media, Japan will agree to import a rate there is 8.7 to the dollar. minimum access" amount of rice starting in 1995.

metrie tons that year. This would cial rate. rise to 8 percent six years later, after which new negotiations would This process would postpone un-

toward tariffication — or the con-version of farm trade harriers to youn within five years. tariffs - being called for by GATT.

port 200,000 tons of rice this year. tourists and other foreigners are

# China to Unify Currencies in Nod to GATT

Compiled by Our Staff From Dispatches BELITING — Stepping up its attempts to join a worldwide free-trade agreement, China will abolish and on the black market. its dual-currency system by next year, top finance and trade policymakers said Sunday. It also is considering moves to remove import

and export quotas. Chinese officials believe that unifying the two currencies, which will lead to an eventual floating of the yuan, and undoing years of foreign trade caps will hoost chances for the country's entry into the General Agreement on Tariffs and Trade, the China Daily reported. The official exchange rate for the

yuan is about 5.8 to the U.S. dollar. but only 20 percent of hard-currency transactions are conducted at that rate. The rest occur at about 100 swap markets, where Chinese importers and exporters and joint ventures can buy and sell currency Some foreign investors are hurt

by the two-tiered system because It would import 4 percent of its they are required to convert their national production of 10 million share of capital at the lower, offi-

Tao Liming, deputy director of the Bank of China's International Finance Institute, said the central bank would "definitely" unify the til the end of the decade moves two currencies by next year with a view to a complete floating of the

"The country will seek to set up a Nanonal media have said that single manageable floating ex-Prime Minister Morihiro Ho- change-rate system based on the

sokawa will announce the deal around Dec. 10.

A record low harvest resulting

market by next year, the official China Daily quoted him as saying.

He also said that beginning next A record low harvest resulting He also said that beginning next from an unusually wet and cool year, China would phase out the summer prompted Japan to lift the use of foreign-exchange certifiban on an emergency basis and im- cates. Under the current system,

the foreign-exchange certificates at the official rate, which is much low-Mr. Tao said the government

would use tax, credit and trade policy to keep the yuan from plunging on the swap markets during the reform process. The central bank has been intervening heavily in the markets to stabilize the yuan.

Meanwhile, a senior foreign trade ministry official predicted that state-imposed controls on imports and exports would end by next year in a "major policy change" designed to win over GATT officials when they meet to discuss China's application early

"Lifting mandatory orders on imports will dispel fears on the part of foreign traders about China's possible use of mandatory plans to impose import restrictions," said Li Zhongzhou, deputy director of the Ministry of Foreign Trade and Economic Cooperation's international affairs division.

The moves come just two weeks after the Communist Party Central Committee approved currency reforms in a sweeping blueprint for transition to a market economy.

Western diplomats say significant technical obstacles to remain: first, how to abolish the official rate, and then how to ensure that the nation's currency markets set a rational rate over the long-term. Meanwhile, economists at the

State Statistics Bureau said that ontput in the state sector this year has failed to keep pace with private enterprises.

A China Daily report said the debt-ridden state sector accounted for 53.2 percent of total national (Reuters, UPI) supposed to cash in their money for 1993. (UPI, AP, Bloomberg, AFP)

## Putting a Human Face on Lufthansa

FRANKFURT - Theo Waigel, Germany's finance minister, was flying home in July after a tour of the Baltic Sea coast. But his military Lufthansa, Jurgen Weber, crazy. flight was delayed several hours on a If the person who controls the stopover at Berlin's Tegel Airport airline is treated that way, Imagine because of engine trouble.

China's largest private pool, went well until a Beijing inspired austerity drive dried up credit for get them anymore," said Cindy Ge, a sales assistant with Chengdu Huaxin International Urban Development Co. "Phase one was totally sold out, but now we've had to delay construction of phases Elsewhere in Chengdu, in line with a national

campaign to smash one part of China's "iron rice bowl"—the series of cradle-to-grave welfare benefits once a pillar of communist society - workers are being given the chance to buy accommodations

Many Chinese pay only nominal rent, in many cases less than \$1 a month. But given the opportunity to purchase their apartments, often on an installment basis, many workers in Chengdu have opted to become property owners. At this point, they must sell the property back to their work units if they change their minds, so it is

rented to them by their work units.

unlikely they will be able to trade up to Orchard Villas, where phase-one houses were going for 4,800 yuan (\$830) a square meter. Kevin Murphy

#### By Ferdinand Protzman New York Times Service

The group headed to Lufthansa's the antithesis of what Mr. Weber is Senator Lounge, open only to VIPs and first-class passengers. But Lufthansa personnel tried to bar Mr. Waigel, who oversees the German government's 51 percent stake in Deutsche Lufthansa AG, because while they recognized him, he had neither a ticket nor his access card to the lounge. After an argument, he was ad-

mitted. Then an airline employee announced that the lounge would close as usual at 10:30 P.M., about 15 minntes before the group's ex-pected departure. "We stay until the plane comes," Mr. Waigel snapped, according to a witness who wrote down what he said. "This will have consequences."

That episode is a stark example of the old, surly Lufthansa, an inflexihle bureaucracy paying little heed to the customers. And it is the kind of thing that drives the chairman of

struggling to do: turn around the loss-ridden airline and its attitude. appears to be making headway. To cut costs at Lufthansa, he is eliminating more than 8,000 jobs, abolishing unprofitable routes and spinning off air freight, catering

and some passenger services into independent subsidiaries. He has signed an agreement with United Airlines that should in-

crease the number of passengers. mainly on North Atlantic routes. Industry specialists said these moves were overdue, especially the cost-cutting. Controlling costs is difficult in Germany, the most expensive labor market in Europe.

The airline has been hurt by industry overcapacity and sharp cost increases. Fare wars have put heavy pressure on earnings. In 1992, Lufthansa had an operating loss of 1 billion Deutsche marks (\$583.6 million) on revenue of 17.2 billion Deutsche marks. Bringing the airline back to profitability falls to Mr. Weber, 52, an engineer, who became chairman in September 1991.

By the end of 1994, Lufthansa It is a tall order, but Mr. Weber will have slashed 8,400 jobs, or 15 percent of its staff. Mr. Weber also managed to get wage restraint by unions. In recent talks, the unions settled for an average raise of 2.7 percent. Also, by the end of this year, Lufthansa will have cut 30 percent of its managers. None of this has met with much

resistance from the unions. By contrast, when Air France recently tried to impose less stringent measures, its unions struck until the French government abandoned the plan. "In negotiations, Mr. Weber

See AIR, Page 11

#### When you know your worth



# To Rescue Ferruzzi

ROME - Foreign creditors of Ferruzzi Finanziaria SpA are set to back a 25 trillion lire (\$14.7 billion) rescue plan, paving the way for saving Italy's second-largest private company.

Banks Set

The ANSA press agency said Saturday that a majority of the banks, which have so far opposed the plan on the grounds that it does not give them fair treatment, were "inclined" to approve it. Ferruzzi, whose financial crisis is

linked to Italy's graft scandal, was placed under the control of creditors last summer when it failed to make payments on its 31 trillion lire debt.

Former executives of the company say Ferruzzi paid bribes worth tens of millions of dollars to politicians over the years.

Earlier this month, Ferruzzi said that the assent of at least some foreign banks was essential to getting the rescue plan rolling and preventing further financial damage to the group. French, Swiss, British and American banks are among its 100 foreign creditors.

Ferruzzi has said that such approval needed to come before a key shareholders' meeting set for this week at which the first part of the rescue pian will be voted on. That operation is designed to raise about

Last week, sources at the foreign banks said some concessions had been won that would make the plan more acceptable to creditors.

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AGYCRET D 10. | Vertical | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 | 1.0 NICOS 5 72.3 10.22
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Volu | Chemic 19.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 | 12.70 UNIONA 12.07

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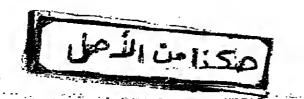
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New Inte	emai	io	nal	Bo	nd	Issues
Compiled by Lourence			-			
lacuer	Amount (millions)	Met.	Coup.	Price	Price end week	Yerns
Floating Rate No Goto Bank	\$700	1998		00-		
IMi Bonk Int'i	\$150	1998	0.45	99.77	_	Over 6-month Libor. Noncollable, Fees 0.25%. Denominations \$100,000. [Chemical Investment Bank.]
Sontander Int'l	\$300	1998		99.43	_	Over 3-month Libor. Monastable. Fees 0.25%. (Swiss Bank Corp.)
Sumitomo Bank	\$75	2003	0.425	100		Interest will be the 3-month Libor. Noncollable. Feet 0.15%, (Swiss Bank Carp.)
Capital Markets			U.425			Interest will be 0.425 over 6-month Libor until 1996, thereafter a fixed 8.10%. Collable at per from 1996. Fees 0.225%. Denominations \$1 million. [Suretomo Finance Infl.]
Uppsala City	\$110	1998	3/16	99.688	<u>. – </u>	Over 6-month Libor. Nancollable. Fees 0.20%. Denominations \$10,000. (Nomura Int'l.)
SGZ Bank Int'l	DM 100	1998	Roor	100%		Interest will be the 6-month Libor. Noncotloble. Fees not disclosed. [SGZ Book.]
Healthcare Operators Group 1	£135	2021	· %	100		Over 3-month Libor. Reoffered at 99.87. Average Efe 5.2 years. Fees 0.38%. Denominations £10,000. E.G. Warburg Securities.)
Société Centrale des Caisses d'Epargne	FF 750	2003	0.10	104,94	-	Over French TME. Noncoficible. Fungible with outstanding issue, raising total amount to 3.1 billion francs. Fees 0.35%. Increased from 650 million francs. Paribos Capital Markets.]
Kommunekredit	Y 10,000	1998	0.48	103	_	Over 6-month Libor. Noncolloble. Fees not disclosed. Denominations 10 million yen. (Nildo Europe.)
Solomon	Y 30,000	1998	1/2	100	-	Over 3-month Libor. Noncoliable. Fees 0.25%. (Salomon Broifees Inf L)
HSBC Holdings	HK\$ 3,000	2003	14	100	.=	Over 3-month Hibor. Minimum interest 7%, maximum 9%. Noncollable, Fees 0.25% Denominations HK\$250,000, [Wardley.]
Fixed-Coupons						
Banco Frances e Brasileiro	\$ 50	1996	8%	99.90		Semionnually, Noncolloble, Fees not disclosed, (Crédir Lyannois Euro-Securities)
Coble & Wireless	\$400	2003	614	100.195	-	Reoffered at 98.57. Noncollable. Fees 2%, (LP. Morgan Securities.)
Camponia Sud Americana de Vapores	\$100	2003	7%	99.34	_	Senionnucily. Nancollable. Fees 0.75%. (Chibank Int'L)
Empoques Ponderoso	\$ 50	1996	8%	99.80	_	Semionnucilly, Noncollable, Fees 1%, (Crédit Lyannais Euro-
Financiera Energetica	\$100	1996	6%	99.72	_	Seminnually, Noncollable registered nates, Fees 0.629%. (J.P.
Nacional Gas Argentino	\$130	1998	714	94.528		Morgan Securities.) Sentiannoolly. Noncollable. Fees 116%. Denominations
Henderson Land	\$300	1998	6	99,15	_	\$50,000. (Chamical Bonk.) Noncollable. Fees 0.50%. Denominations \$10,000. (Goldman
Perocolco	\$250	2003	814	99.569		Social In/1.) Semiannually, Noncollable, Fees 1%, (Salamon Brathers In/1.)
Topolobampo Toyota Motor Finance	\$300	1996	41/2	100,259	_	Reoffered at 99.065. Noncellable, Fees 1995. [Merrill Lynch
(Netherlands) Export-Import Bank of Japan	DM 600	2003	5%	101,46	<del></del>	Infl.) Reoffered at 99,035. Noncollable. Fees 299%. (RL)
Nikken Chemicals	DM 150	1997	1%	100	=	Noncolloble, Fees 24%. (Doiws Europe.)
Norddeutsche LB Finance	рм 1,000	2004	6	101.245	_	Reoffered at 99.07. Monastichie. Feet 25%. Poyable in Jan. (Leisman Brothers.)
Ontario Province	ом 1,500	2004	61/4	102.175	_	Reoffered of 99%. Noncollable. Feet 25%. Payable in Jan. (CS First Boston.)
Unibanco Crédit Local de	DM 200	1997 1997	5.38	100%	<u> </u>	Noncellable, Fees 1995. Payable in Jan. (Commerzbank.)  Redemption amount of maturity linked to the performance of
France						the CAC 40 stock index. Noncollable. Fees 194%. (Coisse des Dépots et Consignations.)
Poris Société Nationale des	FF 1,000 .	2001_	6	99.22. 97.41	=	Noncollable, Fass 0.30%, (Crisdir Commercial de France.)  Reoffered at 96.46, Noncollable, Fungible with outstanding
Chemins de Fer Français			٠.			issue, reising total to 7 billion froncs, have equally split into a dospestic and an international tranche, Fees 1.30%. (Cradit Lyannais.)
Europeon Investment Bank	SP 20,000	1998	7.90	101,39	_	Noncollable, Feet 1995. (Banco Bilbao Vacaya.)
Treasury Carp. of Victoria	Aus\$ 500	1998	61/2	99.464	_	Semiconnucity, Noncollable, Fees 0.35%, (Merrill Lynch Int L)
Honda Motor	Y 50,000	2001	3.80	101.0	_	Nuclfered of 100.32, Noncollable, Fees 196%. Denominations 10 million yes. (Nikko Europe.)
Marubeni	Y 10,000	1998	3	100.35	<u> </u>	Nancollable, Fees 0.25%, Denominations 10 million yer. (Bonk of Yokyo Capital Markets.)
Maruben	y 10,000	1999	3.20	100.45	_	Reoffered et 100.15. Norscallable, Fets 0.50%. Denominations 10 milion year. (Fuji let'l Finance.)
Sumitomo Realty & Development	Y 20,000	1997	3.05	101_525		Reoffered of 100.20. Noncollable, Fees 1975, Denominations 10 million yen, (Daiwa Europe.)
Sumitomo Realty & Development	¥ 30,000	1999	3.55	101.40		Reaffered at 99%, Nancollable, Fees 1%%, Denominations 10 million yen. (Daiwa Europe.)
Sumitomo Realty & Development	¥ 30,000	2000	3.90	101.575	_	Reoffered at 100,025. Nancollable. Fees 1965. Denominations 10 million yes. (Nicko Europa.)
China Overseas Land	\$125	2000	open	100		Coupon indicated at 4% to 5%%. Nancellable. Convertible at
& Investment						on expected 21 to 25% premium, Feet 29%. Terms to be set Nov. 29. Denominations \$10,000. (Namura Inf L)
Clean-Up Corp.	\$70	1997	11/6	100	_	Noncollable, Each \$5,000 note with one warrent exercisable into company's shares of an expected 29% premium. Fees 26%, Terms to be set Nov. 29. (Daiwa Europe.)
Dowa Mining	\$130	1997	11%	100 -		Noncollable. Each \$10,000 note with two warrants exercis- able into company's shares of an expected 297% premium. Foos 297%, Terms to be set Nov. 30. (Yamaichi Int'i Europe.)
Gujarat Ambuja Cement	\$75	1999	31/4	100	_	Nencoliable. Convertible at 373.45 rupees per share and at 31.37 rupees per dollar. Fees not disclosed. (Jardine Flerring.)
Kumagai Gumi (Hong Kong) Finance	\$100	1998	open	100	-	Coupon indicated at 4% to 5%. Noncellable. Convertible at an expected 20 to 23% premium, Fees 25%, Terms to be set Dec. 1, (CS First Boston.)
Tasaki Shinju	\$700	1997	11/4	100	-	Noncollable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 29% premium. Fees
Kamiguni	. DM 450	1997	1%	100	=	29%, Terms to be set Nov. 29. [Deliva Europe.]  Noncollable, Each 5,000-mark note with five warrants exercis- able at 1,189 year per share and at 64.26 year per mark. Fees
						294%. (Nonura Bank.)

#### **DOLLAR:** Oil Price Decline Fails to Spark Concern

interest rates in Europe," he said. He added that the dollar was facing strong headwinds: "In 16 of

that Germany can tolerate a higher exchange rate for the dollar," he says, adding the Bundesbank could be pressure on the year.

The lower oil price means that Germany can tolerate a higher exchange rate for the dollar," he said.

The lower oil price means that Japanese banks can don noted that Japanese banks can banks would be pressured to sell to below 12.000 before banks would be pressured to sell ity is rampant, deregulation is increasing — particularly in Europe are past," he said.

LIFETIME: Japanese Companies Strive to Switch Workers' Jobs in Order to Save Them need, or about 3 percent of the work force. If they were let go, the unemployment rate would climb to

When Pioneer Electronic Corp.

When Pioneer Electronic Corp.

Many Japanese praise the system of keeping workers on the payroll.

Although Japan is in the midst of the midst

"I see no breakout from the current trading range of 1.66-1.72 DM until next year, when renewed evidence of recession leads to lower serior to cut taxes and reduce in-

apward pressure on the year.
But Brendan Brown at Mitsubi-

cut interest rates and allow the dolar monetary policy and "inhibit the dollar's strength."

"I see no breakent from the control of the monetary policy and "inhibit the dollar's strength."

"I see no breakent from the control of the monetary policy and "inhibit the dollar's strength."

"I see no breakent from the control of the monetary policy and "inhibit the dollar's strength."

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"I see no breakent from the control of the monetary policy and "inhibit the dollar's strength."

"I see no breakent from the control of the monetary policy and "inhibit the dollar's strength."

terest rates, Mr. Wilmot said.

The renewed collapse of stock prices in Tokyo has fueled wornes terms the value of the dollar loans in the past 20 years, the dollar has that Japanese institutional investment it started, suggesting that there is a strong negative seasonal factor for the dollar.

"Why should I protest?" said
Mr. Matsuo, 28, who was switched from personnel to the production line at Mazda. He said his new job
line at Mazda. He said his new job
line at Mazda in the production line at Mazda in the production line at Mazda in the production line at Mazda. He said his new job
line at Mazda in the production line at Mazda in the friendly hands of affiliated million.

For one thing companies did not have a problem if excessive payrolls cut into profits. At most Japanese companies, the majority of stock is in the friendly hands of affiliated million.

# **Bond Yields Dropping With Oil Prices**

NEW YORK - With oil prices slumping. the outlook for inflation remains benign, giving strength to a bond market that has been windering if and when price pressures might return.

Last week, investors in U.S. government bonds turned bullish, and the 30-year Treasury issue's yield fell in 6.26 percent from 6.34 percent the week before. The believether bond's price rose 1 1/32 points. to 99 27/32 The previous week had seen a sharp rise in

yields as investors grew nervous about the future of a rally that has seen interest rates fall to 25year lows. With the U.S. economy apparently growing steadily, increased loan demand could be expected in lead in upward pressure on rates. The reason for the falling yields in the bond

market last week, however, was easily found in

delivery on the New York Mercantile Exchange ended at \$16.38 on Wednesday, the last day of U.S. trading before the Thanksgiving holiday, down from \$17.06 the previous Friday. In Lon-

#### U.S. CREDIT MARKETS

don, Brent crude contracts for January fell to \$14.48 nn Friday from \$15.79 a week earlier. The fall in oil prices is "another sign that inflatinn remains subdued," said Kevin Flanagan, unney-market economist at Dean Witter Reynolds inc. Inflation through October was running at an annual rate of 2.8 percent, down from 2.9 percent fur all of 1992.

Oil prices went into a tailspin after the Organization of Petroleum Exporting Countries agreed not to cut production at a meeting last week.

shumping prices for crude oil. Crude for January Meanwhile, Iraq said it would let United Nations inspectors monitor its weapons programs, removing a barrier to Baghdad's resumption of oil exports, which have been embargoed since its invasion of Kuwait in 1990.

Securities said OPEC's inability to set produc-

Sheryl Durham, a portfolio manager at Glen-mede Trust Co., said bond prices could get a further boost from rising U.S. income taxes next year. "I don't think a latt of people have ing in the mnnths ahead, she said.

#### **Bank Scam** Is Anything **But Prime**

By Sharon Walsh

Washington Post Service
WASHINGTON — The Salvation Army in Britain was hit for \$8.5 million. The tiny Pacific island of Nauru lost \$30 million. And Pat Bush, an engineer in Denver, saw \$165,000 and her business slip away. Each was stung in swindles mvolviog financial instruments known as prime bank notes, prime bank guarantees or prime bank letters of credit. The victims invested in

in borrow money — and instead became statistics in a wave of confidence schemes is giving headaches in investors, law-enforcement officials and bankers all over the world. "It's the scam of the year," said

based investigative firm.

In the sophisticated frauds, the vietim is offered Inw-interest loans or high-interest investments in re-

the loan or investment disappears. on a theme that has been around for decades, money managers, penhave been taken in Banks have made loans backing the schemes, or confirmed they are legitimate when

they are not. Another cause for concern is the spread of the swindle. In the past, most of the reported scams were in Europe, but cases in the Far East and the United States have mushroomed, according to investigators

stitute of International Banking Law at George Mason University, and his colleague Thomas Cavan-augh described a meeting held at a New York investment house where a potential investor, his bankers and lawyers were convinced by a team of con men that the instru-

Anthony Chan of Barclays de Zoeie Wedd

uon ceilings suggested further declines in oil prices. In September, OPEC set an output max-imum of 24.52 million barrels a day.

been saving for their higher tax payments," she said. That, coupled with frequent reports of American layoffs, will subdue consumer spend-

and computer engineers in emerging sec

consumer confidence.
Ottawa September real gross domestic product to factor cost.
Hattax Canado's tederal and provincial finance ministers will open a two-day meeting to discuss the country's fiscal structure.

Detroit General Motors' Buick division

Introduces 1995-model Riviers. New York Bankruptcy court scheduled

#### The Week Ahead: World Economic Calendar, Nov. 29 - Dec. 5

#### Asia-Pacific

a New. 29 Hong Kong Government holds public auction of two land shas. including one for residential develop

Carberra October current account. Forecast current account deficit to widen to 1.4 billion Australian dollars. Sydney Westfleid Holdings to hold annual shareholders meeting. Earnings expected Major fis insurance companies including Sumitomo, Delichi, Nipport, Melly, Asahi, Mitsui, Yasuda. a Stev. 29 Tokyo Japan's Delt starts discussion of supplementary budget package, the second this year, which includes the 6.2 trision yen Secal stituutus package announced in September. Tokyo Oct. unemployment rists. Forecast. 2.55 percent. Job-to-Applicant risto. Forecast. 2.68.

Osska Yasushi Miano, governor of the Bank of Japan, to give speech at Osska

Hank or depart, as you are a final f

a Sea. 1 Talgra Nov. domastic varicle sales.

spline. 2 Hong Kong Sept. retail sales.

Sydney Coca-Cole Ametti Cheirman and Managing Director Dean Willia to address meeting of Securities Institute of Australia. Topics strategies for international growth for the beverage and snack toods company.

a Sea. 3 Telego Current account balance. Forecast: \$11.88 billion for unadjusted current account balance; \$13.18 billion for unadjusted trade balance. Comestic and overseas accurrities investment figures.

Toligo Economic outlook for 1994 issued by Nitron Kiso Kanley Sho.

auad by Nihon Kisa Kanleyu Sho. Heng Kong Governor Pats Wilson of California speaks at American Chamber of Commerce. Wallington Producer price index for

tember quarter, Forecast: Lip 0.5 percent. Sydney Reserve Benk of Australia Cov-ernor Bernie Fraser and Deputy Governor Ien McFertene to address Economic Society of Australian conterence on topic: "A Decade of Floating the Euchange Rate" - Dec & Hong Kong Ania Pacific Issuers & Investors Forum. Speakers will include finance runsters from Thailand and Industrials clude finance and indonesia.

#### Europe

a Nov. 29 Parts Nov. industrial eco-nomic raview.
Mactrid Criticial visit by Prime Minister Jean-Luc Deteane of Berglum, president of the EC's European Council, the Brat

Dec. 10 EC summit.

Brussels EC Transport Council Agencia
Includes turns of EC swistion industry releases revised deficit target for the year Montreal Canadian Tax Foundation debate and shipping cartels. Brussels Hans Tietmeyer, the Bundes

isment. Shareholder meetings Amber Day. Dorling Kindersley, Ex-Lands, Minerale Oils & Reserves, Queens Most Houses. • Nov. 30 Peris Unemployment data. Brussele EC Monetery Committee mags to discuss Portuguese plans to ob-serve Europeun Commission macroeco-nomic guidelines and cenverge aconomy with others in EC.

with others in EC.
Shareholder meetings St. Ives.
I Rea. 1 Brussels Visit to the European Commission by Mickey Kantor, U.S. Irade representative, for discussions on GATT and by Secretary of State Warren M. Christopher for tonign policy take.
Paris Association Francaise des Banques hosts governor of Potish National Bank, Hanna Gronklavicz-Wetz.

Earnings expected Anglo United, Argyli Group, Base, General Electric Co., Gibbon Lyons Group, Gibbs Mew, Humbing-don International, Johnson Metthey, Yorkshire Water, • Dec. 2 Paris French carmakers' Brussels EC trade ministers meet to by

GATT regotitations.

Earnings expected today Anglen Weter, Grand Metropolitan, Hanson, Leeds Group, MEPC, Metro Radio Group, Recall Electronics, Royal Bank of Scotland. Scape Group, Severn Trent Dec. 3 Copenhagen EC Finance Commissioner Henning Christophersen

pected reflects pent-up demand after a

# opens a three-day annual conference. Kanass City, Mo. Farmland industries, the largest U.S. farmer-owned coopera-tive holds its annual meeting. Through Dac. 1. New York Bankruptcy court scheduled to approve disclosure statement for ime-

Ottawa September employment, sam-

treal Finance Minister Paul Martin

graph Co, expects to transmit as many as 184 million calls on the Monday after Thanksgiving, which has been the busiest day of the year in the telecommunications Industry. The high number of calls ex-

New York Bankruptcy court acheduled to approve extension of exclusivity period for Lesile Fay Cos.
Palo Alto, California Hewiett-Packard Co conducts analysts briefing.

a Dec. 1 Dearborn, Michican Alex Trotman, the newly appointed Ford Motor Co. chairman, hoets media function for a year-end briefing on the automaker.

New York Ray Smith, chairman and chief descurive of Bell Atlantic Corp., begins two-day meeting with analysts. gins two-day meeting with analysts. Anahelm, Calit. CableNet '93 show aponsored by Western Cable TV Associa

tion features presentations by executives including John C. Malone, president of Tele-Communications, Through Dec. 3. Tele-Communications, Through Dec. 3.
Buenos Aires Shares of electric generaling company Central Puerto start are sung company Central Puerto start are expected to begin trading on the Buence Aires stock exchange. Weathington Revised estimate of eco-nomic growth for the third quarier. Washington October construction

weathing.

a Dac. 2 Washington Initial weekly state unemployment compensation insurance claims.

Washington October personal income and spending.

Washington October new-home sales. Tenorito The Canadian Institute is apon-soring a two-day conference on the North American Free Trade Agreement and co-

Earnings expected Atari Corp.

a Dec. 3 Mexico City Bidders present ofters for three paper companies.

Buenos Aires November Inflation. Outlook; Lip about 0.3 percent. Washington October leading indices
Washington November unemploym
Washington October factory orders

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such securities, or tried to use them

Thomas Fedorek, managing director at Kroll Associates, a New York-

turn for paying an advance fee. Once the fee is paid and pocketed. While the scheme is a variation sion-fund managers and bankers

and law-enforcement officials.

James Byrne, director of the In-

ments were legitimate.

At one point the person running the meeting asked a rather strange question — "Is anyone here from a federal law-enforcement agency?" The swindlers said the deals were so secret that the banks would cancel them if word leaked out.

The schemes are called prime bank frauds because those promoting them often say they are backed by one of the prime banks around the world.

#### JOBS: Many Are Skeptical About Plans to Shorten European Workweek and Share Jobs

ployment begets employment.

Those proposing a shorter work- to. week "refuse to see that people weekly L'Express. Jacques Chirac, the mayor of Paris and a possible contender for the 1995 presidential

Valery Giscard d'Estaing warned retirees," according to a recent immigration."

locked into a 32-hour-a-week ghet-

Some economists say that jobwork harder in the countries with lowest employment, according to Jean-Claude Casmova, a political rope's social security systems be-Jean-Claude Casanova, a political rope's social security systems be-commentator writing in the French cause the economic pie needs to be

And former French President provide for the imminent wave of borders for trade, investment and

faced with the immediate problems of recession and unemployment, policymakers across the Continent have still resorted to traditional remedies such as lowering the age mmigration."

The McKinsey study adds that "though politically unpopular, a election, said he had "never seen any organism, human or social, emerging from a crisis by making more forward-looking solution work, "the main challenge for Europe is to expand the work force and increase its productivity to irrement age and maintain open

Weekly Sales

Primary Market

GERMANS: Top Aide Sees Remedies for Workplace Continued from Page 1

can see no economic spring for so long as the collapse in investments and exports remains so dramatic. I do not see 5 million memployed, but 4 million are possible."

mumber of memployed would "rise further in coming months," perhaps to 4 million.

In detailing his proposals, Mr. Rexrodt also said that collective bargaining could only remain a pillar of the German economy if it allowed as many people as possible to find work.

A leading German trade union

About 3.5 million people are ing longer hours. There was no day that he saw a real possibility of the longer hours. mention of the recent second be-Klaus Murmann, head of the tween Volkswagen AG and its German employers' association principal union to cut the work-also told the newspaper that the week and lower wages.

# AIR: Lean, Not Mean Lufthansa

choice here is some jnbs or no jobs."

1994 and make a profit in 1995. But combine purchasing operations for some analysts expect losses of at

combine purchasing operations for their catering units.

Mr. Weber's moves made by U.S. airlines after deregulation in 1978. But over the last three years, the American ariline industry had total losses of \$10.5 billion.

Competition is fierce, overcapacity is rampant, deregulation is incomparation.

The model of the purchasing operations for their catering units.

Mr. Weber's hopes are particularly high for the air-freight business, spun off in July. It accounted for 22 percent of the airline's total revenue and moved more than a million tons weather them ariline industry had total losses of their catering units.

Mr. Weber to the air-freight business, spun off in July. It accounted for 22 percent of the airline's total revenue and moved more than a million tons weather them ariline industry had total losses of their catering units.

Mr. Weber's hopes are particularly high for the air-freight business, spun off in July. It accounted for 22 percent of the airline's total revenue and moved more than a million tons the largest global carrier of air freight.

Mr. Weber conceded his remedy for Lufthansa was painful. "The days of administrative bureaucracy are served." In a residual to the served of the airline's total revenue and moved more than a million tons.

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Mr. Weber onceded his remedy for Lufthansa was painful. "The days of administrative bureaucracy ar

— and premium-fare traffic is de-clining worldwide. The North At-newspaper Die Welt, he said: "Fo shows everyone the numbers and says this is a fight to survive, said one Lufthansa employee. "The try to end those losses, Mr. Weber re trying to make a point to IC. signed a cooperation pact with Metall and are trying to crack the United Antines on Oct. 4 that is proven instrument of free collective scheduled to take effect on Jan. 10. flights to New York from Bonn and Hamburg. All international flights now arrive and depart from bubs in more passengers whose final desti-

the last three years, the American of cargo last year, making it the airline industry had total losses of largest global carrier of air freight.

Mr. Weber conceded his remedy

meed, or about 3 percent of the work force. If they were let go, the line at Mazda. He said his new job at first caused him numerous physical aches and pains but was free of 2.6 percent.

Naturally, the government does not want to see unemployment of same to same to see unemployment of same to same to see unemployment of same to same to

Continued from Page I that going over to a shorter work- study by McKinsey Global Instinew offer of services or products week would create a two-speed so- tute, a London branch of McKintute, a London branch of McKintrecent book called "Labor Dehours worked and the national in-The New York Times.

worked by roughly 5 percent. Thus, although some jobs would tried.

creates the purchasing power to acciety, separating the entrepreneursey & Co., the New York-based mand," said the productivity income would fall, as it would from
quire them — in other words, emial class from ordinary workers international coosultants. "Yet, crease built into the French 32any other mandated increase in the hour week equation was price of labor. "All the evidence shypothetical at best. "This is wing-and-a-prayer economics," he told than the proponents claim," he

He estimated from U.S. and Eu- Proponents argue, however, that of mandatory retirement, shortenropean studies on the issue that a double digit unemployment threating the working week, and limiting 10 percent reduction in the workweek would cut the total hours and that any measure that can dent the problem in a hurry should be

#### **MUTUAL FUNDS**

	borders for dade, myesunchi and	NotRs ) 15.34 15.34	US TF 1227 NL WINGEN 1424 NL	MUSM 15.60 NL	58.P 500 10.42 NL UST All 10.29 NL
	immigration."	NotRs ) 1534 1534 1FBdB 11,21 11,21 Trest For Gred Un:	WidGid 1424 NL VoiFro unovali	FL Ins 10.87 NL	Westcore:
			Votes Line Fd:	NJINS 11.77 NL NYINS 10.98 NL	AZ TF 10.83 11.25
	dies for Workniges	MSP 1803 10.03 TMP 1996 934 934 TURNGE 12.76 NL	AdiGy 9.97 NL Apprin 7.78 NL	11H103 1162 NL	BdPlu 15.87 16.64 LT Bo 11.72 12.27 ModVI 14.07 14.68
4	dies for Workplace	TURNGE 12.76 NL TWEEDYGV 18.67 NL	Conv 14.62 NL Fund 18.62 NL	PAIRS 11.37 NL	MODVI 14.02 14.48 DR TE 17.28 18.09
		Zeip Century: Botiny 15.97 NL	Incom 7.59 NL	SPENIO 17.12 NL SPGOID 12.33 NL	Balley 1072 Ni
	Mr. Rexrodt also said that col-	GH 18.20 NL	LEV G1 2493 NL NY TE 10.95 NL	SPHIM 735.73 NL	BOSVII 22.60 NL Egini 11.33 NL
	lective bargaining could only re-	Grwth 2463 NL	SQLS11 17.21 NL	SPServ r 73.59 NL SPTech r 20.06 NL SPUHI 12.17 NL	GNMA I 14.23 NI
	main a pillar of the German econo-	IntiEo unovoli	US GVI 13 19 NL		MIDO 10.80 NL
	my if it allowed as many people as	InilEa unovali LTBnd 10.06 NL Select 44.03 NL TXEST 18.01 NL	Ven Eck: AsigA p 13.17 13.63	Intigr 12.26 NL Wellsty 19.77 NL Wellin 20.79 NL Whost 14.75 NL Whost 17.75 NL	ST Gov11 15.81 NL Bollmy R 18.72 17.40
	possible to find work.	TYEST INDI NL	GldRs a 9.70 6.13	Wellsty 19.77 NL Wellin 20.79 NL	GNMAR 1623 16.99
	A leading German trade union		GldRs q 9.70 6.13 inliny 14.70 15.60 STWdC p 0.12 8.17 Widin p 8.97 9.42	Whose 14.75 NL Whose 17.75 NL	MICCOR 16.79 17.79 9TGOVIR 15.81 16.13
	official was quoted as saying Sun-	UINTO ZOLET NL	Widin p 8.97 9.42 WidTr p 14.33 15.04	inePi 5.24 5.52	Westwood Funds:
	day that he saw a real possibility of	Volue 501 NL	VonKorniet Mer!		Bollast 11.06 11.52 Eginst 16.07 10.49
	strikes in the 1994 pay round.	Visto 20.81 NL USGV 964 NL Volue 561 NL Visto 11.54 NL USL7951 5.18 NL	CATF p 17.86 18.41 Gwih p 21.85 72.92	RPFB1 6.35 6.35	william Blair:
	The Ferial Union Warner Version		Gwih o 21.85 22.92 Hiyid o 10.35 10.85 InTF p 19.53 20.48	NY Ven 12.77 12.88 RPF8 1 6.35 6.35 RPFGr 27.93 27.93 RPFGr 27.93 27.93 RPFCv 17.48 18.35	William Blok: Growth 10.37 NL Income 10.68 NL IniliGih 12.54 NL
	The official, Heinz-Werner Mey-	AgvG1 17.09 NL Bolon 12.61 NL CA Bd 10.77 NL		RPFCV 17.48 18.35	inligih 1254 NL
	er, head of the German trade	Bolon 1261 NL CA Bd 10.77 NL Cornst 22.62 NL	PA TE 17 76 18 67	Victory Funds: Corodid 10.01 10.51	Penns p 11,26 11.82
	anions' federation, singled out ne-	GNMA 10.24 NL	PA TF 17.76 18.60 ST GIA 9.07 9.35 ST GIB 9.07 9.07	Equity 10.39 10.55 GVIEW 10.65 10.55 ShtGvin 9.91 NL	PA7F 11.27 11.83 Qual 10.79 11.54
	gotiations in the engineering indus-	Gold 8.87 NL Grainc 10.25 NL Grwth 17.40 NL	ST GIA 9.07 9.35 ST GIB 9.07 9.07 TXFHB 15.35 15.35 TXFHA 15.36 16.11	ShiGvin 9.91 NL	US Gov 10 93 11.49
	try, handled by the powerful IG	G1&Inc 10.25 NL Grayth 17.40 NL Inc5lk 14.29 NL Inco 12.73 NL	US GVB 15.64 15.64 USGV Q 15.66 16.42	Visto Funds: Bond o 11.19 NL	Wood Struthers; WinFr 1 10.78 NL
	Metall union, as one area where	tnco 1273 NL Inil 1462 NL	USGV Q 15.46 16.42 U18A p 14.40 15.10	CA Int 10.22 10.70 CopGr 31.34 32.90	WINET 1 10.75 NL WING 1 10.67 NL WINAT P 1.99 NL
	conflict was likely.	NYBO 1160 NL	U1118 p 14.36 14.36		Wingrill 13.27 NL
	In an interview with the Bonn	ShITBAC 10.03 NL TXEII 13.06 NL TXELT 13.97 NL	Vence Exchange: CapE 164.20 NL		WinAG 115.60 NL Woodward Fds:
	newspaper Die Welt, he said: "For	TXEIT 13.06 NL TXELT 13.97 NL TXE50 10.45 NL	DBs1 84.86 NL	GwWsh 1521 15.97 NY TF 12.13 12.70	Bong 10.67 11.19 Egida 11.25 11.25
•	1994, I see a real danger in the	TXEST 10.65 NL VA Bo 11.26 NL WidGr 11.86 NL	EBos 206.47 NL	GwWsh 1521 15.97 NY TF 1213 1270 ST Bd 0 10.16 NL TF Inc 12.54 13.13	GrVol 1150 1204
,	metal industry. Individual firms	UST Master:	L FdEx 149,77 NL		In1Bo 10.53 11.02 Infrns 11.47 11.95 All Atum 10.55 11.05 Aumbd 10.63 11.13
•	. re trying to make a point to IG	Asid 10.04 10.51 Foulty 19.77 20.70	Vapeuard Group:	Vavageur Fds: AZins 11.20 11.76 CO TF 11.25 11.71	MUN 10.55 11.05 MUNBO 10.63 11.13
i	Metall and are trying to crack the	Inc. re 12 17 17 17 74	Admit 10.62 NL	AZIMS 11.20 11.76 CO TF 11.25 11.71 FL INS 10.94 11.49	Opport 1439 1517 Working Assets:
,	proven instrument of free collective	IniMedi 7.27 7.61 Inif 7.91 10.36 IntTE 9.29 9.73	AdmST 10.24 NL	Grai o 1853 1945 MNIGS 1048 1142	
	bargaining."	INTE 9.29 9.73	AssetA 15.17 NL Convri 12.84 NL Eginc 14.36 NL	MNInt 11.03 11.34	CABOL 1131 1124
	Did girting.	MgdIn 7.65 (0.3)	Convri 12.84 NL Earne 14.36 NL Expir 48.19 NL	MO IOS 10.57 11.12	World Funds:
		ST TXEX 7.13 7.47	MOTE 13.13 NL	MO Ins 10.57 11.12 NO TF 18.92 11.48 US Gv 10.88 11.42	NwpTi 20.95 22.05 VontEP 15.55 NL VontbiV 12.42 NL
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	EGI GILIGII IS	GrEO P 14.17 NL	STAR 1391 NL 17/101 27:50 NL 17/103 37:47 NL 917:579 10:44 NL 517:601 10:44 NL STC000 10:97 NL	TotRet 11.85 11.85 Growth 14.27 14.27	GVOD 14.44 NL INBICD 12.36 NL
	At a Glance	LAGOVA 9.97 NL	Trus 31.42 NL	LidTr 18.14 18.14	GVOb 14.44 NL INBICH 12.38 NL JrBICH 12.10 NL
ï		ViMom 13.49 NL United Funds:	9TTsry 10.44 NL STFed 10.44 NL STCorp 10.97 NL	Global 9.53 7.53	Neces B 10.85 No
i	man a series	Accrit 7.81 8.29 Bond 6.72 7.13		Wormure Pincus:	QUICOT 1214 NL SIBICH 1451 NL
	Eurobond Yields	Con Inc 21.33 22.63 GldGv 7.17 7.75	GNMA 18.34 NL ITCORP 9.97 NL	CODAD 1487 NL	TotRet 13.23 NL
	Nov, 26Nov, 19 Yr high Yr isw	Bend 6.72 7.13 Con Inc 21.33 22.43 GldGv 9.19 9.75 GvtSc 5.49 5.73 Hillncii 4.28 4.54	I ITTery 1076 NI	EGM 2287 NL	YomGlb 9.01 9.46
	U.S. S. Neep term 643 6.02 8.12 5.64 U.S. S. meder term 5.50 5.49 7.68 5.24	Hilncii 4.28 4.54 Hilnc 9.51 18.07	HYCOTP 8.00 NL	GNIFER 11.33 NL	Strain 1414 1456
	U.S. S. Short Term 486 438 450 457		Prefd 9.84 NL tdxBnd 10.19 NL	IntEqu 16.04 NL InstEq 13.38 NL IntGvt 10.94 NL	ZS ADD 14.66 15.51 25 MAA 12.25 12.96
	Pounds sterling 7.00 7.98 6.72 4.71	Muni 7.66 8.02	ו ומצואו ועשיה אבן	InstEq 13.38 NL IntGvt 10.94 NL NYMD 10.54 NL	ZS GvA 10.45 10.98
	Prench francs 423 434 0.76 4.12   Hallow live 4.42 8.35 12.96 8.13 .	IntGth 8.62 9.15 Muni 7.66 8.02 Muniti 5.47 5.71 NCcpl 10.95 11.62	IdeFxt 19.26 NL	WosotcAg 19.21 NL	ZS P A 14.10 14.92 91rolb 14.14 14.14
•	Donish troop 4.75 6.77 10.89 4.69	Retire 8.09 8.58 ScTech 15.35 16.29 Vong 7.12 7.55	IdeTat 11.40 NL	Walss Peck Green: Qiving 13.38 NL	ZS App 14.52 14.52 ZP MAB 12.23 12.33
5	Sweditte larona 7.54 7.51 11.32 7.27	Veng 7.12 7.55	idx Vol 1124 NL	Govt 10.54 NL	Z5 GvB 10.42 10.42
•	ECU, hosp term 646 644 8.84 6.52 ECU, make term 628 6.21 8.82 6.20	Uolted Services: AllAm 21.15 NL Euro 4.34 NL	IdyPoc 9.95 NL	Gwith TOUTH NI	Z5 P B 13.97 13.99
	Cast. 7 6,94 6,90 8.48 6.44	GIBRS 4.41 NL	Idzinsi 44.40 NL SmCop 16.18 NL MuHY 11.06 NL	QuantEq 7.60 NL Tudor 26.34 NL	NL- Na initial sales
,	Amt. 9 6,83 6.70 8.79 6.43	GibRs 4.41 NL GidShr 2.55 NL Grwth 6.47 NL Inco 14.25 NL	SmCop 16.18 NL MuHY 11.06 NL Muint 13.40 NL	WeltzVal   Unavall   WeltsEands:	load. 1—Previous
:	MZ-7 446 441 1,23 542 Yes 151 153 536 125	Inco 14.25 NL	Multd 10.76 NL	ASIAN 1836 NL	Redemption charge
1		RIEST 10.76 NL	Mulong 11.27 NL Mulning 12.28 NL	Bondidx 10.02 NL Gw;hStk 10.02 NL	may apply. x— Ex dividend.
	Source: Luxembourg Slock Exchange.		,		

#### **Last Week's Markets**

Stock in	dexes	}		Money Rates		
United States	Nov. 26	Nov. 19	Ch'9e	United States	Nov. 26	Nov.
DJ Indus.	3,683,95	3,674,01	<b>— 0.27 %</b>	Discount rate	3.00	3.0
וווגו עם.	227.00	223.64	+150%	Prime rola	4.00	
DJ Trons.	1,739.89	1,727.29	+ 0.73 %	Federal funds rate	31/16	2 15/
5 & P 100	427.84	429,57	-0.29 %	Japan		
5 & P 500	463.06	462.60	+ 0.18 %	Discount	134	14
S& Pind	535.87	534.87	+ 0.18 %	Call money	Z76	27/
NYSE CA	255.61	255.53	+ 0.03 %	3-month interbank	23/16	2 77
Britoin					2 3. 10	•
FTSE 190	3111.40	3 100 00	+411 %	Germany		
FT 30	2369.30		+ 0.50 %	Lombard	634	6
Japan		2,237.30		Call money	6.40	6.
Nikkel 225	16.726	1700	-6.77 %	3-monin interbunk	6.20	6.
	10,7 40,	17,941.	-6,77,30	Britole		
Germany				Bonk base rate	6.00	۵
DAX	2047,24	201731	—1 <i>4</i> 5%	Call money	5%	8
Hoes Kons				3-month interbank	57/16	59/
Hang Sens	9,274.42	9,263,94	+0.11%			-
World				Gold Nov.	26 Nov. 1	ያ ርታ
MSCIP	592.70	GDS 40	-213%	Lendon p.m. line 3768	5 <i>377.5</i> 0	<b>— 0.1</b>

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# Private Banking

# Luxembourg Clings to Its Special Status

By Philip Crawford

UXEMBOURG — It has been called a "billion dollar question" by many in the private banking industry: Can European Community member Luxembourg, a premier offshore fi-nancial center, retain its tax-haven status amid the anticipated harmonization of EC financial

Most bankers and fund industry professionals in the picturesque Grand Duchy say the probability of Luxembourg losing its special status in the near future is extremely low, and they are quick to roll out persuasive arguments to defend their view. Many in competing non-EC financial centers such as Jersey and Guern-sey tend, not surprisingly, to say that Luxem-sourg's status appears shaky.

And while recent events such as a ruling by

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led to Solle;

" Theore

the Luxembourg Supreme Court sanctioning the return of drug money to the wife of a reputed cocaine kingpin have refocused atten-fion on the Grand Duchy's image and future, the facts remain that the original 1989 EC proposal to harmonize tax laws has gone no-where, and that present talks have languished. Any harmonization would also affect Dublin, the EC's other tax efficient demicile. the EC's other tax-efficient domicile.

"It's an ongoing, extremely complicated is-sne," said Thierry Stoll, director of the EC's diffice of direct taxation, in Brussels. "Some countries feel that harmonization is needed to cut down on tax avoidance and to help their revenue problems, but others, such as Luxembourg, are very much against such a step for their own reasons. And to get anything done, of course, you need unanimity."

UXEMBOURG'S fiscal structure, which levies no taxes of any kind on the investment income of foreign depositors, has long been a thorn in the sides of revenue authorities from other EC countries. Speculation has been rampant that much of the gain reaped by European investors from deposits in Luxembourg banks and Luxembourg-domiciled mutual funds has gone unexported back home, cheating various EC tax bureaus out of revenue that is lawfully theirs.

Such revenue authorities have argued that until a level playing field is established, such as an EC-wide withholding tax on all investment income, tax fraud will continue and Luxanbourg will enjoy a prosperity born of siphoning

Continued on page 15



# Swiss Uphold the Family (Money) Doctor

By Sarah Veal

ENEVA - The news of that country is far from reassuring. wrote the Geneva private banker Alexandre Lombard in his diary on April 23, 1843, and I do not yet know what advice to give bearers of these funds."

The diligent Lombard would be pleased that the country that had him so worried - the United States of America -did turn out to be a sound long-term investment. Quite likely, his clients' descendants are still enjoying the proceeds—and still banking with Lombard's own descendants.

The long-term view is built into Swiss private banks: A third of the firms date from the 18th century and the majority of the rest were founded in the early years of the 19th. Many of them still operate from the original premises. Even more remarkably, given the nature of family businesses, many have managed to stay in the same families six generations later.

It is somewhat eerie to enter a private bank such as Geneva's Mirabaud & Cie., founded in 1819, and be ushered into a Victorian drawing room to meet, yes, a Mr. Miraband. But the impression of time standing still is superficial. For if Swiss private hanks have been able to prosper for some 200 years — and the Swiss National Bank estimates that Switzerland holds 30 percent to 50 percent of the global private banking market — it is because they have been constantly making changes behind

Today, this adaptability is being tested. With global financial services undergoing rapid change and with the big financial institutions themselves in "private banking." the private banks face competition as oever before Compared with the worldwide networks and financial clout of the big banks, the traditional

style, confidentiality, personal contact - seem almost anachronistic

Over the years, the number of Swiss private banks has considerably shrunk: 67 firms were in business at the end of the World War II; 37, in 1972; 18, today. In some cases, firms have simply "disappeared" from the statistics because they have been bought by larger banks and are, thus, no longer private.

The distinction is essential. "Private hanking" refers to asset management and can be performed within a department of a large com-mercial bank. The Swiss "private bank" is something else: a partnership whose partners personally liable to the extent of their ivate fortunes for the bank's commitments. They consider themselves both more indepen-dent and more responsible than other bankers. "A partner in a private bank has no share-

Continued on page 15

# **Big Players Dominate Expanding Industry**

#### Institutions Discover Major Profits In Serving Upper Tier of Customers

By Conrad de Aenile

ONDON - As the world of private banking grows larger, so do the banks that succeed in the business. They used to be small — small and personal. Now the industry is becoming dominated by big banks - really big and, their managements insist, still personal.

Institutions with centuries-long reputations commercial or investment banking are setting up or expanding their private banking operations. One reason is that the personnel and technology used for asset management and research can easily be deployed to manage the wealth of rich private clients. A second reason, perhaps more important than the first. is that private banking can be bugely profitable and eats up none of a bank's capital

"Retail and commercial banking is quite cyclical; you're either very profitable or you don't look so good," said David Maguire, director of marketing for the domestic private banking arm of Lloyds Bank. Private banking provides "quality of earnings in terms of stability and the limited entited that her to be applied. ry and the limited capital that has to be provided. The return on equity tends to be quite

high. It's one way they can gear up their results from their limited capital base."

The reason that base is limited is the Basel accord, which sets stringent capital adequacy rules and went into effect this year. It has forced banks to rely less on loan activity and more on business that can generate income at low risk.

"With the Basel constraints being what they are, banks have to be more circumspect about the kind of business they bring in, observed Peter Kinahan, editor of the newsletter Private Banker International. Because private banking assets are seldom used in lending, especially in Europe, it is possible to "beef up fee income without committing the banks' capital."

And that income can be substantial, Mr. Kinahan pointed out: "The reason commercial banks get involved is that it has long been accepted that the upper tier of retail customers is by far the most profitable. Commercial banks have come around to concentrating on that tier and have pushed the retail market to automated banking. There's been almost a polarization of service.

the street to use the teller machines, they find that the base of well-to-do clients they would like to bring through the door is growing considerably. "Private banking has expanded from millionaires and exiled Third World dictators to the average person with inherited wealth," re-marked Keith Brown, co-head of research at Morgan Stanley. "It's a much more broadly based business than it was."

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The Chase Manhattan Private Bank reckons there are six million people worldwide with more than \$250,000 of disposable assets. Chase estimates the total private banking market at \$9.6 trillion, of which \$7.5 trillion is invested in the account holders' home country and the rest

Once banks bave got hold of clients and their money, they can sell them all sorts of services, including portfolio management, company finance and estate and retirement planning. Those are just the sorts of things that investment banks are strong in, and why they, too, are getting into the same line of work, even though they are not feeling the same pressures as lending institutions.

Y opening private hanks, investment houses find they can attract business that otherwise never would have come their way. Michael Fornara, general manager of Lehman Brothers Bank (Switzerland), estimates that the firm's brokerage accounts hold roughly 15 percent of their clients' total wealth. But hy pointing out that, "by the way, we also have a private bank." Mr. Fornara said, Lehman figures it can boost that percentage. Indeed, 90 percent of the bank's customers were Lehman brokerage chents first.

He sees others in his field reaching the same conclusions. "Why are all U.S. investment banks going down this route? They're starting to realize they're missing tons of business. By putting in a private bank, they can home in on those assets not in a brokerage."

That these oewcomers are able to make a

success of private banking reflects the globalization of an industry that had long beeo centered in Switzerland.

There's been an evening up generally," said Continued on page 16

# Asia's Billionaire Colony Lures Banks In Hong Kong, the Rich Have Gotten Much Richer

By Karen Cooper

ONG KONG - With their cache estimated at anything up to \$200 billion between them, Hoog Kong's rich and oot-so-famous are luring financiers to the British colony in droves. But can dozens of aspiring private and commercial banks all win chough of a pot

building steadily with Asia's booming economies to justify their grand expansion plans?
"It's the only place in the global arena where anything's happening," said Maria Jose Pereira, managing director of the Hong Kong office of U.S.-based banker Brown Brothers office of U.S.-based banker Brown Brothers Harriman. "Hong Koog is like the U.S. was in the 1910s and 1920s, when families like the Rockefellers and the Carnegies were building their fortunes. People are no longer millionaires, they're billionaires."

Fortune magazine suggests that Hong from shelters about 10 billionaire families. It is this type of client list, headed by Hutchison Whampoa boss Li Ka-shing, the colony's richest individual, that dozens of banks offering trivate services are scrambling to secure.

private services are scrambling to secure.

However, the days of employing a represen-tative to dispatch business back to Zurich or the United States are fast disappearing. Banks have been forced by the intensifying competition to pour millions of dollars into local infrastructure. They are hir-

mg large teams of people and leasing acres of blue-chip office space. British bank Courts & Co. banker to the British royal family, is one of several firms aggressively joining the race. Its Asian chents now demand to be serviced from Hong Kong not Switzerland, said Andrew Barber, managing director for Asia.

Mr. Barber, whose firm is owned by the big British bank National Westminster, expects to expand the busisess, replacing fly-in bank-with a strong Hong Kong operation. He plans to hire an extra 30 employees.

There is more action going on right now on the pri-vate banking scene here than in New York," said Ms. Perears, of the battle for clients and the best-connected ad-

However, bankers say, all this activity, particularly among the commercial banks, is retellining the term private banking. Far from the general perception, no longer is, it the preserve of European banks offering secrecy above all else. Passive, reactive banking is out. Aggressive, performance banking is in. At a time of low interest rates, being able to make a. chent's money perform is in-creasingly important.

"The Asian investor both worlds," said Mr. Barber. "He wants to preserve his core capital but also generate new wealth. It's no longer good enough for banks to look after their money. You have to increase it for them."

Hong Kong is producing a hybrid style of private banking according to Paul Simpson Giles, executive vice president of Austrian bank Creditanstall. This falls somewhere between the Swiss "relationship" style of bank-ing and the more aggressive U.S. way of doing business, invented, essentially, by Citibank.

"Fortune families do not want guys just selling them funds as investments," said a banker from a large U.S. bank who did not want to be named. "They have become more sophisticated and are looking for more personalized and selected asserter." sonalized and catered services." "A department with 10 pretty girls who

bring in money market deposits is not private banking," said Sandy Eu, head of private banking at Salomon Brothers. "In Asia, there are first-generation wealth builders who study and understand risk, they're what we call contrarian players," said Mr. En of the new clientele. "They are looking for opportunities and we help them find them fastest. They're not after deposits alone."

At the top end, private banks ask prospective clients to bring \$5 million or more to the table. Others set a \$1 million minimum, while further down, some such as Hill Samuel will not turn their noses up at less than half that. "There are

'Hong Kong is

in the 1910s

and 1920s...

like the U.S. was

so many banks chasing the top tier of people who want fund management," said Vivian Lee, deputy chief executive of banking services at Hill Samuel. "The top tier can dictate terms and pick and choose what they want and man-

agement fees are being squeezed."

The most desirable cheats are invariably local or overseas Chinese. They are first- or second-generation entrepreneurs, usually with fortunes accumulated in electronics, tex-

tiles or property.

Bankers say "hot money" from mainland China is not an immediate target for them, as most of it goes into into the share market or property. "Knowing your chent" is also a problem in dealing with mainland Chinese, said Mr. Barber of Coutts & Co. "There is a need to obtain references and these don't exist in China. You just don't know how much someone has and where they got their money from. One has to be careful about the sort of

money you take."
But few doubt this will change in coming years. "It's a few years away before they really become big business," said Mr. Giles. With all these banks expanding and fiercely

advertising their services, how successful are they at actually snaring the top families as

"Rarchy do you see them come to you for help," said Carl Chien, a director of Brown Brothers Harriman. "They are so used to people coming to them. Cold-calling in this business has a very low success rate.
"You can't just call up the

> introductions before you win any business. You have to win their trust." Bankers say they welcome the prospect of more compe-tition, although some com-plain newcomers are being crowded out of a market where overheads are expensive. Indeed, some smaller

top players in this town. In-

troduction is the key and you

might have to have several

banks bave chosen not to enter the fray. Louk de Wilde, managing director of the Swiss bank Compagnie de Gestion et de Banque Gonet, told local newspapers recently it was becoming less economical to open an office in Hong Kong. His firm will build a presence, but through Bel-gian Bank, which is already

operating in the colony. "Pricing in Hong Kong is particularly cheap, I would think," said Monica Wong. head of private banking at the Hongkong Bank. "The margin is very thin on transactions, so unless you have sufficient volume, it's quite difficult for small banks to come in and make a profit."

KAREN COOPER is a financial writer based in Hong

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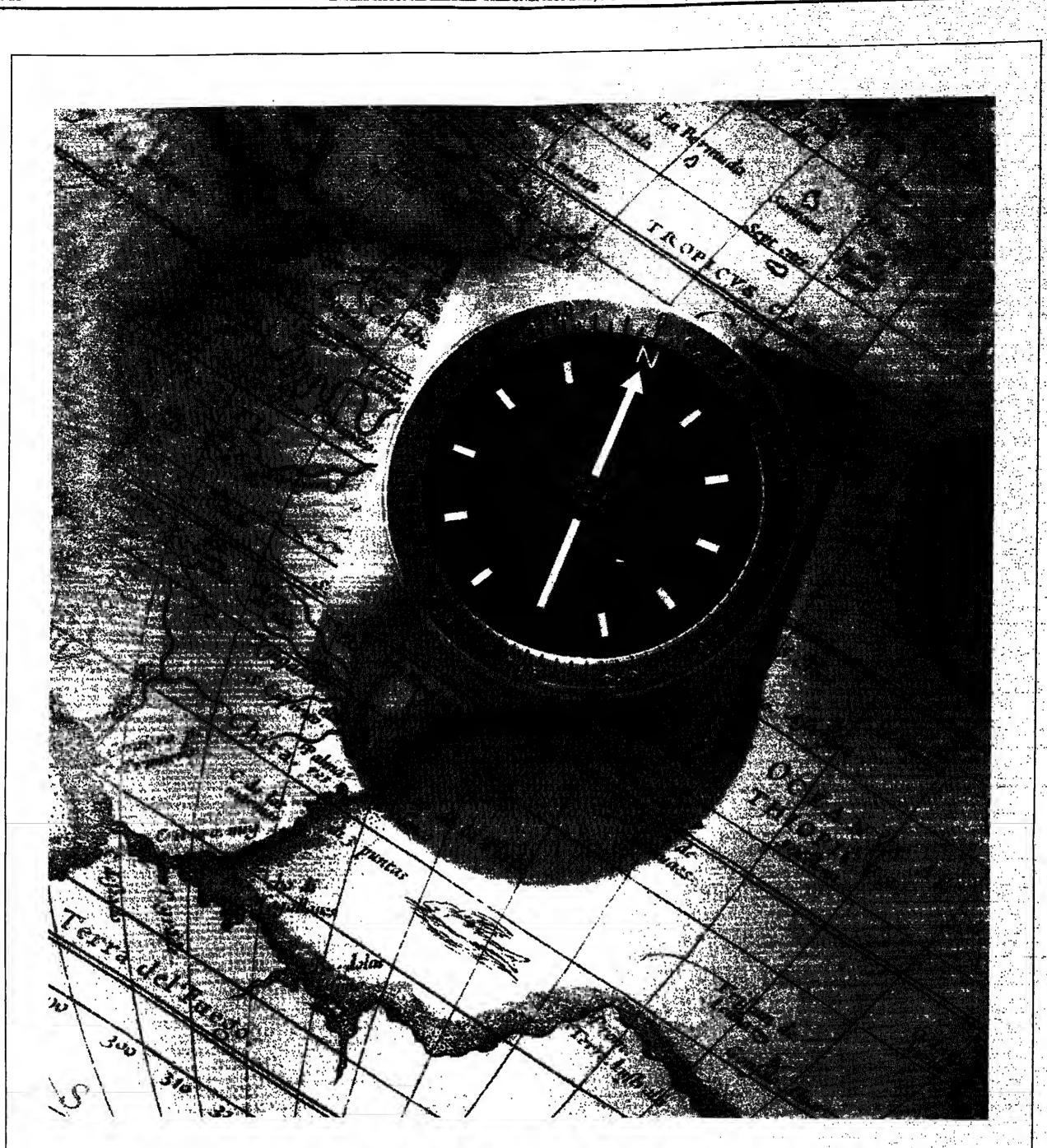
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# Choosing A Bespoke Tailor for Your Assets

By Martin Baker

ARIS - in the world of financial services, private banking has a mystique all of its own. It has traditionally been the proud owner of its very own set of connotations - customized Rolls Royces, Faberge jeweled eggs, private jets. But times change, and private banking is bigger. less secretive, more competitive and more widely available an industry than ever before. Forget the customized Rolls Royce: If you can afford a mid-range BMW, you can prob-

ably afford a private banker. Traces of the private banking mystique do remain, however. One key component of the service is discretion, with the corollary that the competition for business, though intense, is understated. This uncharacteristic reticence on the part of bankers in promoting their wares can leave the wealthy individual in the somewhat unusual position of thinking that be possibly requires a private banking service, yet not quite certain what that service is.

What follows is a basic primer in private banking, consisting of the essential questions that individuals should ask themselves, followed by some answers.

 How much money do I need to approach a private banker?

The answer is as variable as the per defini-tions of private banking in today's market, Each company naturally claims to be offering the ultimate package of services. The basic rule is that you get what you can afford. "In some places, you have to put \$1 million in a non-interest-bearing current account, just to get attention," said Kevin Keany, Londonbased director of international private banking at Guinness Mahon.

For Georges Vergnion, Geneva-based chief executive of The Chase Manhartan Private Bank in Europe, the Middle East and Africa, a million dollars is the starting point: "You must have at least that in investable assets to get a bespoke service. Of course, it varies a little. We are always looking at the

potential of clients to grow wealth." But even if you don't have a million in liquidity, it is easy enough to find a bank willing to take your money from you. Trevor Falle, marketing director of ANZ Grindlays private banking, points to the bank's three major locations in Europe, all of which bave

different entry points.
"While they all have a wide range of clients, you need at least £250,000 [\$375,000] to bank with Geneva, £50,000 to bank with London, and just £10,000 to start an offshore



trust in the Channel Island of Jersey — but many Jersey clients have vast sums with us." You can approach Kleinwort Benson, one of the best-known names in London banking circles, with as little as £1,000. But you will not walk away as a private banking client, according to Robin Shearmur, director of private banking at the company, Mr. Shear-mur describes three levels of service. Above the hasic sale of an investment product, would-be clients with at least £50,000 to manage can expect "a discretionary managed mutual fund service — that is, a service where the bank makes strategic decisions about which funds to invest in acts on its decisions.

and keeps the client informed. "For a genuinely 'bespoke' service, clients should have at least £250,000," said Mr.

• What kind of service do I get for my Again, the moral is that the more you've

got, the more you get. There is considerable disagreement in the industry about services sold at the lower end of the market. Those institutions that bave been offering private banking services for some time object to portfolio management services being sold under the more glamorous marketing title of private banking. But there is a measure of consensus on what constitutes the traditional core of the business.

'It's about the client's personal, family and business needs," said Mr. Vergnion of Chase Manhattan. "It's essentially a personal service. If the client just wants a return on assets, it's fairly simple. If it's a question of asset unning to take care of spouse and family, it's a planning process. That may include an educational element of explaining the deci-sions you're advising the client to take."

Mr. Shearmur lists the absolute basics of private banking as "a segregated investment account, fulfillment of all the client's banking requirements, deposit-taking, advice on mortgage and liability management, regular reporting, and the establishment of a rela-tionship with the bank."

• How important is location? "This kind of banking is an international business," said a Bermuda-based banker who spoke on condition of anonymity. "Typically, a private-banking client has assets in more than one country. Usually, the client will be in a different country from his banker. But not usually the other side of the world."

The key practical considerations include the time zone in which the bank operates: It can be inconvenient to get up in the middle of the night to talk about your personal fi-nances. And, of course, the language and culture of the bank are important.

· What does it cost? Nowhere is the meaning of discretion better expounded than when trying to elicit information from bankers on this subject.

"The question isn't what you pay or don't pay," said Mr. Vergnion. "It's what kind of value do l, as a banker, add to your portfolio. I add value and the client pays for that. He's not buying a Honda, it's not a fixed price."

# Computerization Broadens Client Base

By Conrad de Aenlie

ONDON — Personal asset management used to be a privilege of the wealthy, those with enough assets worth managing profitably for banker and client. But with the advent of souped-up computer systems that enable banks to benefit from economies of scale, they have set much lower the threshold where "wealthy" begins.

They are not alone in pursuing only moderately affluent customers. Stockbrokerages and fund companies, some tied to banks, are plumbing the bottom end of the private banking market by offering personal portfolio man-agement to clients who in the past only recrived order execution, account statements and perhaps corporate research reports.

"The private client part of our business has been the fastest-growing in recent years," said David Rosier, chairman of Mercury Asset Management, the fund management arm of the S.G. Warburg banking concern. "It's an area we're committed to growing, and it's growing fast."

The growth has come from broadening the client base to include the merely comfortable along with the obscenety rich. Mr. Rosier said that despite inflation, the minimum size for a personally managed portfolio bas decreased over the last 10 years.

By bringing more customers into the fold, Mercury is able to throw more business to its corporate parent. Those meeting Mercury's minimum of \$250,000 for a personally managed portfolio can open a Warburg bank acmake transfers, borrow money, and so on. In addition to the I percent asset manage-ment fee, Warburg collects charges on the banking transactions.

"We're trying to turn a customer into a [private banking] elient at the bottom end," said Mr. Rosier.

By seeking out such clients, banks and other financial service providers feel they can run

their businesses more cost effectively, benefit-

ing all concerned.

It has given us the ability to achieve volume and scale quickly and has allowed us to spread our overhead, observed David Maguire, di-rector of marketing for Lloyds Private Banking, which was set up five years ago to handle the British bank's domestic private-client busi-ness. Lloyds accepts clients with as little as £75,000, or \$110,000. "If you limit it to £1 million, you're going to have to charge them a

The cost of asset management has come

The cost of asset management has come down thanks to technology....

down thanks to technology that allows invest-ments to be made more easily than ever before. If the decision is made, say, to exit the French stock market and buy into Germany, "you can complete that switch in 10 minutes for your whole client base," said Mr. Rosier.

Whote chent base, "said Mr. Rosier.

"What technology has brought to this area, as in so many others, is added efficiency," said Peter Rees, marketing director of Rothschild Asset Management. "You can handle more clients and more money with fewer people and provide a better service. You are widening the options of what markets you can realistically

With the right hardware, "a manager has the benefit of managing bundreds of accounts in virtually the same fashion," said Deepak Chowdhury, head of product development for Lehman Brothers. The manager can look at one number, say \$50 million, which is really

Even though clients' funds are pooled, ac-

count managers are left with a fair amount of room to tailor portfolios to meet indivioual clients' tastes based on their risk tolerance. financial and business circumstances, and on

their personal quirks. "The technology allows us to break those investors down to individual holdings." Mr. Chowdhury said. "You can determine to some extent what restrictions you want to impose no tobacco or gambling stocks, for instance. You don't have the flexibility to do that in an

ordinary fund." A trend among brokerage firms, especially in the United States, is to offer a personal portfolio management service known as a wrap account because the costs of orokerage transactions, research and advice are wrapped together in a single fee of 2 or 3 percent of assets. depending on the size of the account, how active it is and what sorts of investments are generally made. Two leaders in the field. Merrill Lynch and Smith Barney Shearson, are estimated to have more than \$50 billion under management between them in wrap and similar personal management accounts.

Wrap accounts are relatively unheard of outside the United States, where there is very little demand for personal portfolio manage ment, except that offered by fund companies and banks. Joanne Hmdle, chief executive of IFA Promotion, which represents British inde-pendent financial advisers, said that since 1987, the percentage of financial intermediaries providing personal management has fallen

"There's not much call for management services from IFAs. The feeling is Brits don't talk about money or feel they need" that sort of service, Ms. Hindle said. "The very rich 20 to private banks, the rest just live on the money they earn; they don't need financial services. She has, however, noticed "a graving of the boundaries" among banks, fund companies and other providers of asset management ser-

# **Big Players Dominate Expanding Sector**

Continued from page 13

Michael Tomalin, managing director of Bar-clays Private Banking. "If you talk to the global players, they'll have offices in Switzerland, London, the Cayman Islands. It's a business that transcends geography and legal entity."

What used to matter most to clients was safety - keeping their wealth hidden away when the cossacks came to the door. Being out of harm's way was critical. Now it's more important for a bank to be in the thick of things, near markets and their clients' personal and business activities. That has eroded the dominance the

Swiss have enjoyed for two centuries.

"Swiss banks have been steadily losing man ket share for 10 years or more," said Mr. Brown of Morgan Stanley. "It's happened because private banking in Switzerland grew up on the basis of confidentiality and security. The world has changed . . . There's more interest in performance."

A survey by Chase of its private banking

assets" was their foremost concern. But two items reflecting the importance of performance ranked second and fourth: "preserving wealth against inflation and depreciation" and "in-creasing wealth substantially."

As the big international banks develop their businesses, the old-line Swiss banks are trying

to fend off the encroachment on what used to be their nearly exclusive territory. These venerable institutions are expanding their asset management services and worldwide reach in an effort to stay competitive.

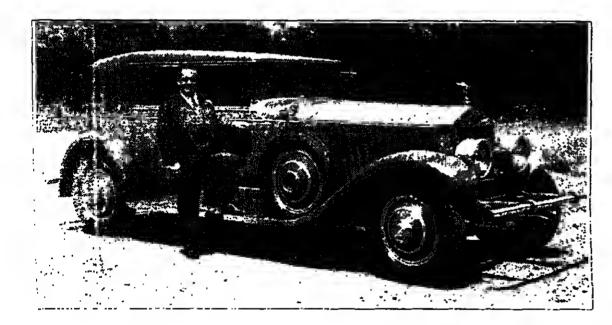
"The private client side of the bank is taking more notice of asset management," said Ste-phen Barber, an executive director of Pictet Asset Management U.K., a division of the Swiss bank Pictet and Cie. that was set up to manage institutional money. "The growth of our institutional business is transforming the way private clients are being handled."

As opposed to traditional private banks that offer "a posh checkbook, but not professional portfolio management." Pictet thinks that de"The bank recognizes that it's not going to grow if it retreats back into its own private world," Mr. Barber acknowledged. "If we don't develop our institutional side, we are in danger of sinking into a backwater,"

Bankers insist that they can develop that business without sacrificing personal serving something that is essential in a treatments competitive environment.

"It's not unusual for private banking clients to say, 'We want personal service, but with the investment management of big institutions,' said Rod Hearn, a colleague of Mr. Barber at Pictet. "Innovation and tradition are not in conflict with each other; they go hand in hand. The competitive demands of the institutional marketplace are reinvigorating the private banking business."

CONRAD DE AENLLE writes about finance



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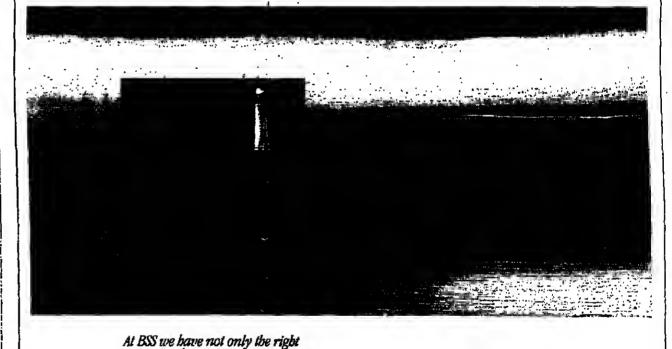
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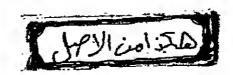


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Continued from page 13

investment capital from other countries. That reasoning bas been behind the pressure that some EC members, most recently Belgium, have exerted on Luxembourg to fall into line.

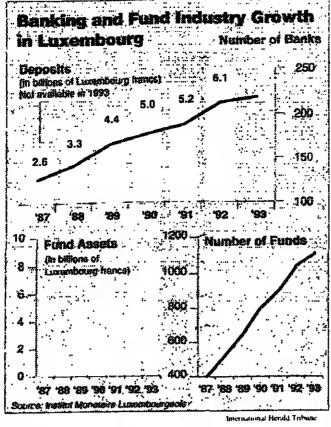
The Luxembourg banking establishment, however, has a direct response: "We would agree to a common withholding tax only on two conditions," said Lucien Thiel, general manager of the Luxembourg Bankers Association, the duchy's trade group for the bank-ing industry. That it be adopted not just for all EC countries but for all OECD countries, such as Switzerland and Austria; and that other offshore centers in the European sphere such as Jersey. Guernsey and Gibraliar would be forced also to adopt the tax. Otherwise, it makes no sense,"

Mr. Thiel said that, were all EC countries to have a common withholding tax without those conditions, the result would be obvious: Billions of gollars in investment capital would flow out of Luxembourg, and thus out of the EC, into other financial centers. Such a development, he said, would be tan-tamount to the EC cutting off its nose to spite its face. "And those who have been putting pressure on Luxembourg are beginning to re-alize that," Mr. Thiel said.

lan R. Swindale, associate director of Mourant & Co., a Jersey trust concern, concurred that Luxembourg's loss would be Jersey's gain, "If Luxembourg lost its status. Jersey and Guernsey would be the primary beneficiaries, more than Switzerland," he said.

A case in point has been the rapid flight of capital out of Germany into Luxembourg, following Germany's adoption in January of a 30 percent withholding tax on capital gains that surpassed a certain level. During the first four months of this year, an estimated 100 billion Deutsche marks (about \$60 billion) in deposits poured over the border, prompting many German banks to establish Luxembourg branches, and setting off advertising campaigns that baldly urged German depositors to avoid the tax by taking their money to the duchy

The big loser was the German internal revenue service, not the



German economy, since a sub-stantial portion of the funds that fled ended up being channeled back into Germany through Luxembourg mutual funds investing in German securities. While the same pattern could occur to some extent on an EC-wide level, say critics of a comprehensive withholding tax, much of the expected outflow of capital from the EC could end up elsewhere, resulting in the draining of overall economies, not just tax coffers, Luxembourg has not had to rely

on German tax laws to boost its vitality as a financial center, however, as investors from all over Europe and from Asia have sought the expertise and confidentiality available in the duchy. Since 1987, the number of banks registered in Luxembourg has grown 72 percent to 219, while deposits bave risen from 2.6 billion to over 6 billion Luxembourg francs (\$165 million). The fund industry has also thrived over that period, with the number of funds growing nearly 700 percent, to 1.107 (muldelass umbrella funds being counted as one), and fund assets growing from 1.1 trillion francs to almost 9 trillion francs.

The tricky balancing act of maintaining high secrecy standards while eschewing money thought to be tainted bas emerged as a major issue for private bankers, and those in Luxembourg defy critics to find another financial center that pulls it off more effectively. The Luxembourg court rul-ing earlier this month that approved the return of ill-gotten funds to the wife of an alleged drug baron resulted from the court's inability to make a nowclosed loophole retroactive. Many Luxembourg bankers reacted in disgust to the ruling, saying it unrmined their conscientious efforts to keep the duchy's image

"Luxembourg complies with all EC legislation designed to fight money laundering and goes even further," said Michael Wittmann, an official at Banque Generale du Luxembourg. "There are no anonvmous accounts, banks don't accept cash, and there are very strict controls on all international transfers. It's obviously in bankers' own best interests to stay away from anything which seems suspicious, and to report such things to proper Ultimately, the fate of Luxem-

bourg as a tax haven within the EC is likely to take years of haggling to decide. In the meantime, however, the other financial centers that would gain from its demise are avoiding any premature celebrations. "Nobody bere is making plans based on the assumption that Luxembourg will fall off its perch," said Mr. Swindale, in Jersey. "That would be the cream on the cake."

PHILIP CRAWFORD is a financial journalist based in Paris.

# A Haven for East Europe's New Wealth

By Aline Sullivan

ONDON - Loans to Russia and Eastern Europe have given Western bankers plenty of sleepless nights in recent years. But increasingly, they are able to find consolation in lucrative private banking relationships forged with the self-made millionaires of the former Communist bloc.

In these countries, commercial banking relationships are fast ripening into personal relationships. Russian industrialists who have done business on behalf of their companies with banks based in London or Zurich will seek advice from the same banks on bow best to invest

"Capital is being built up in Eastern Europe and a good portion of that is being banked abroad," said Gunnar Kramm, head of international private banking at the Bank of Boston. "The banks that are active in this area are those that already have commercial relationships in the region. Also, Swiss banks are attractive because of

Crédit Suisse, which received in November a full banking license for its office in Moscow, hopes it will soon be able to foster private banking relationships as well as corporate links. "Eastern Europe is a future market for our bank," said a spokesman for the Zurich-based bank. "We expect a lot of demand from the region but at the moment private banking business is still modest."

Britain's Barclays Bank also expects its private banking operations in the region to grow rapidly. "We are seeing some big increases on the corporate accounts and we are getting some private banking referrals from that," said a bank official "We expect more in the future." Barclays has representative offices in Budapest, Prague and Warsaw as well as Moscow.

Other Western banks already operating in Russia and Eastern Europe include Germany's Dresdner Bank, which has a joint venture in St. Petersburg with Banque Nationale de Paris, and France's Credit Lyomais. Citibank and Chase Manhattan of the United States are also operating in Moscow.

But winning private-client business through setting up branches in Russia or Eastern Europe is not all plain

It is almost certain that someone or some group will have a camera trained on the door of the bank.'

sailing. A London-based lawyer, who asked not to be named, said: "The upside of setting up a bank branch in Moscow and some of the other countries is the access to clientele. But there are big concerns about confidentiality. It is almost certain that someone or some group will have a camera trained on the door of the bank."

Another hig problem for the banks emerged on Nov. 18, when Russian President Boris Yeltsin signed a decree restricting the ability of foreign banks to service residents and small commercial companies until 1996. The decree, which came as a surprise to Western bankers, was designed to protect Russia's almost 2,000 small banks and stem the flow of capital ont of the country.

"We are studying how these new restrictions will affect our office in Moscow," said an official at Chase Manhat-tan Bank in New York. "Until we know more, we are continuing to work with our corporate finance representatives in the region to see which clients have need of our private banking services."

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Although the ideal private banking clients are those that already have commercial relationships with Western banks, concerns about confidentiality mean that most prospective clients choose to turn up at a bank's doors in New York, London or Zurich, often carrying briefcases full of dollars. The new decree in Russia is expected to encourage this trend, bankers said.

These investors want to open foreign and offshore accounts but are hard pressed to meet the security requirements of most Western banks. Bankers admit they are eager for the business but few are prepared to risk handling the assets of the growing criminal class in Russia and Eastern Europe.

"The important thing is for the client to have good references," said a Swiss banker who asked not to be named. This is very difficult for many of the Russians who would like to deposit funds abroad because they have made their money in very shady ways." A Dresdner Bank official in Frankfurt said investors with ill-gotten gains are unlikely to try the established banks in Russia or the West but instead arrange through their lawyers and accountants to lodge their funds in offshore tax havens.

John Roper, director-general of the Guernsey Finan-

cial Services Commission, sees growing interest in off-shore accounts among Russian and Eastern European investors but says it is difficult to establish security. There are plenty of people with money coming out of the region but institutions need to take great care. Let's just say that the commercial megality of East Europe is certainly no greater than in the West."

ALINE SULLIVAN is a journalist based in London.

# As Competition Heats Up, Marketing Stays Cool

By Martin Baker

ARIS - The marketing axiom is timeless: Some things are bought, and some things are sold. Private banking undoubtedly falls into the category of things sold. Luxury product that it is, bankers like to convey the impression that the client, even though he will be paying dearly for it, is in some way privileged to ve their attentions

Unfortunately for the bankers, the oldfashioned coziness of private banking bas been recognized as alluringly profitable by a growing number of banks.

"It is seeo as a labor-intensive area, but not one which is price-sensitive," said Christopher Davis, a banking analyst at Barclays de Zoete Wedd in London. "In other words, if you get the advice right, the costs you can charge can be impressive. The other factor which has lured banks into the market is that little of private banking involves lending. So you don't have your capital tied up and a ballooning balance sheet."

"There are more players than ever before, but you couldn't say that the market itself is expanding," said Kevin Kenny, director of international private banking at Guinness Mahon. More players in a static market: Isn't this a recipe for cutthroat competition loud advertising and gasoline pump-style

Not at all, according to Robin Shearmur, London-based director of private banking at Kleinwort Benson. He acknowledges the increased competition, but says that "aggressive advertising of a private banking service is almost a contradiction in terms. The hallmark of this business is discretion."

The constantly recurring theme in almost any analysis of private baking is the quality of the service provided. Ian Partridge, Geneva-based marketing director of The Chase Manhattan Private Bank for Europe, the Middle East and Africa, said that "85 percent of our clients are referrals from other satisfied clients. Of course, the name and the positioning of the brand worldwide helps." Mr. Partridge sees the way forward for his

bank not in expanding the market (in other words, increasing the oumber of potential clients by lowering minimum deposit entry levels), but by "increasing our share of the existing market." Mr. Partridge said the bank's managed investment accounts have increased by 40 percent this year. Mr. Kenny at Guinness Mahon agrees

that the ideal way to garner new business is the unsolicited testimony of the person pay-ing for the service: "The best marketing strategy possible is a first-party introduction, a recommendation to a new client by a satisfied client you already have."

Trevor Falle at ANZ Grindlays looks at some of the newer banks that have entered the fray and wonders if they will be able to traditional players in the field. He, too, sees referral as the most important conduit of new business, but believes that the strength of a bank's international oetwork (as opposed to its long-term reputation as a pri-vate banker) will be crucial here.

N the short term, Mr. Falle expects a flurry of image-based or "brand" advertising by banks who simply want to promote awareness of their names, But in the longer run, he, too, is an advocate of the service theory of business propagation.

Mr. Partridge at Chase Manhattan argues that the high-service, more traditional concept of private banking is ultimately a different market from the services offered at the lower end. "There are a lot of newcomers below the level of the \$1 million client, but above that point there's a lot of consoli-dation. That diminution in numbers is continning above that level."

Christopher Davis of BZW agrees. He tional Herold Tribune's Money Report.

argues that the growth of private banking at the lower end of the market is a by-product of banks' investment in technology and streamlined business systems: "On a basic level, the argument is that the more stanety of product you achieve. And there's always a demand for something different.

"The greater availability of services called private banking is part of a general philosophy of customer segmentation. Try applying a common, basic service to six million customers and you have problems at the top end of your client base. Try offering everyone an upmarket service and your costs get completely out of hand."

And keeping costs low in a competitive environment is vital. Even the Swiss banks. arguably the geardians of most traditional of all private banking cultures, are cutting costs, said Mr. Davis. There is major rationaliza-tion and restructuring going on. What they're doing is not staiting down branches, but reducing full banking capability. If you want the full private banking service nowadays, you can't get it in every village. You have to go to Geneva or Zurich."

MARTIN BAKER Is editor of the Interna-

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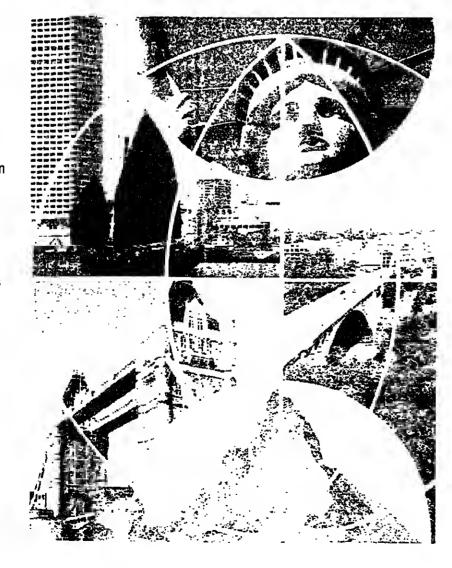
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# **Umbrella Funds Let Savers Join the Club**

By Conrad de Aenlle

ONDON - As portfolio management becomes available to the less well-to-do, fund companies are reaching out to even smaller savers, in some cases those with no more than \$1,000 to commit. Asset allocation funds have n manager who switches clients' money among several types of investment, primarily stocks, bonds and cash.

This is not personal portfolio management, of course, but for the sums involved, it's probably as close as is practicable. As with many financial trends, this is an American idea, one that certainly has caught on. As of Nov. 15, there were 96 U.S.-registered funds in this category, with total assets of \$21.9 billion, according to Micropal, which compiles statistics for the global fund industry. About half of those funds did not exist as recently as three years ago.

A related group called balanced funds,

which also invest in a mixture of assets, but with less management discretion in the alloca-tion, had assets of \$44.9 billion, Micropal's

information shows. Americans are used to the idea of putting their money into a fund. Indeed, there are more funds than there are stocks traded on the New York Stock Exchange. Savers in other countries are more likely to leave their money in a commercial or savings bank and take what they get.

In an effort to grab a chunk of that market, a number of fund purveyors in Europe have begun offering what are known as "umbrella funds" or "funds of funds." These divvy up money among a company's range of funds with

varying investment objectives.

Shareholders receive active management of their money by having a professional make the allocation choices, and the fund companies take management fees and sometimes sales commissions at several turns. That can make them relatively bigger earners than American-style asset allocation funds that invest directly in

Around the beginning of this year, Fidelity Investments, the world's largest fund company, started a British version of its American fund Asset Manager, which is by far the big-

gest asset allocation fund, with \$7.2 billion under management. Customers pay Fidelity 0.5 percent of assets per year for running the Portfolio Management Service, plus the usual management fees of the individual Fidelity funds it invests in.

Umbrella funds are offered by many private banks and fund companies to clients who do not meet the minimum for full private banking or personal portfolio management service. Mercury Asset Management, for instance, has a Luxembourg-registered umbrella fund for clients with less than the \$250,000 required for an individually managed account. Rothschild

It's a difficult field these days. Even people who are rich invest in unitized products?

Asset Management offers the Libra Service, which has a minimum investment of £50,000, or about \$75,000.

Libra is unusual in that it invests in funds in and out of the Rothschild range. To make up for the management fees it forgoes, and to compensate for the extra work involved in analyzing a wider universe of funds, Roth-schild takes a fee of 1.5 percent of assets.

While American asset allocation funds generally provide no choice once the money has been handed over to the managers, except to withdraw some or all of it, the European versions often offer a choice, albeit a limited one, of several portfolios that vary according to

"You can be fairly flexible," said Peter Rees, marketing director of Rothschild Asset Management, "but it's the usual thing: People want to invest in three core portfolios. We may restructure to allow more flexibility." For now, the Libra service comes in three flavors, as does

Trevor Robinson, who runs the Portfolio Management Service, said Fidelity's intention was to wean investors in Britain from the dependency on savings banks. Many who keep their money on deposit in such institutions are naive investors who tend to enter the stock market only after it has made most of its move. By stressing the multiple investment objectives, this type of fond can be marketed as a safer alternative to straight equity funds.

"My fund . . . is a way to get into stocks, but not at the top," Mr. Robinson said. "We want to stop that from happening by giving them an intermediate step. If we have that stepping-stone, we can push the fund at this kind of time when interest rates are low and stocks are high."

Because asset allocation funds sprinkle money among different sorts of investment, managers are content to underperform a rising stock market, as long as they beat bank deposit rates; when shares fall, they hope their funds will not fall as much, and indeed Mr. Robinson's roal is to continue to beat dead with the description of the continue to the dead of the continue to son's goal is to continue to beat deposit rates in a bear market.

The increasing acceptance of funds amile Europeans, even well-heeled ones, is a bit of an irony for private bankers. It's hard to sell a deluxe service when the target market is content to buy the no-frills model.

"It's a difficult field these days," said Mr. Rees of Rothschild. "Even people who are rich invest in unitized products.

The minimum investment at Fidelity. £10,000, is lower than many similar funds, but it, too, has managed to attract its share of affluent customers. We've got clients in excess of £1 million, but the average is certainly on the lower end." said Chrissy Keen, Fidelity's director of investor communications.

Fidelity sells the portfolio service by playing up its professional management, but Mr. Robinson says care is taken to ensure that would-be shareholders realize they will not get the same sort of treatment as the swells who patronize private banks. "We're very careful not to tell Joe Blogs that he will have a personal manager looking after his money alone," he said.

# Swiss Uphold the Family (Money) Doctor.

Continued from page 13

holders, no boss, and is totally free to look after the interests of his clients," said Michel Drobert, director of both the Geneva Private Bankers Group and the Association of Swiss Private

"In a private bank, asset management is the sole activity," said Patrick Odier of Lombard Odier & Cie. "We can devote our full attention to making sure we understand trends, competition and the client's demands and then try to allocate our resources intelligently.

"One of the best ways to define us is as financial 'doctors,' the old kind who made house calls," said Benedict Hentsche of Darier, Hentsche & Cie. But the days of the exclusive relationship

with one private bank over generations may be over. In a sense, clients are applying the concept of spreading risk even 10 their financial

How are private banks coping with this new

world? Most of the partners seek an "optimal

blend" between their old way of doing business and the oew methods. "As the institutional world has developed

toward indexing and bench-marking," said Thierry Lombard, partner of Lombard Odier & Cie., "we have increasingly had to apply these techniques and objectives."

NOTHER radical concept private banks have had to introduce is marketing. Gone are the days when a private banker could wait at his desk for clients to find their way, by recommendation, to Geneva. The private banks can no longer afford to be quite so allergic to self-

"When I joined the bank 10 years ago, we didn't even have a brockure," said Mr. Hentsche, "Even business cards were considcred somewhat inappropriate."

Staying up to date with technology is also part of the new equation. The need to develop a first-rate computer network contributed to the 1991 merger of the two banking houses, Darier and Hentsche. Conversely, computerization can also be the key to remaining small.

Mirabaud & Cie. can function with only 90 employees thanks to continual investment since 1968 in the development of computeraided services.

Private bankers in Geneva maintain a positive front regarding the inroads on their runf. The stronger the position of Swiss banks as a whole, they say, the stronger will be the posi-

tion of Geneva as a center of private banking.

"And in that environment, Geneva's five traditional private banks will have a lion's share because new clients tend to go to people with the oldest reputation, said Pierre Miraband of Miraband & Cie.

But the private bankers express concern about Geneva and Switzerland's foture as a financial center. Obstacles, they say need to be removed on three levels: in fiscal policy, which must be competitive and prevent emigration of markets and banking operations; in monetary policy, which must be credible to assure that the Swiss franc remains a strong currency; and in the general legislative framework.

SARAH VEAL is a journalist based in Genera.

# Weal SPORTS

## **Cuban Defections** Rise to 32 at Games

SAN JUAN, Puerto Rico - The number of Cubans defecting during the regional athletic champion-ships has risen to 32, according to members of the Cuban delegation.

That figure, given Saturday night, represented a doubling of defections from the previous day and raised speculation about a massive walkout among the 931-member Cuban delegation before the Central American and Caribbean Games conclude Tuesday.

Gold medalists Lino Elias Ocana and Emilio Lara Rodriguez, both weightlifters, were among at least nine athletes and officials who escaped Cuban security to defect Saturday, according to a small Cuban exile group helping house the defectors. Lara Rodriguez is the brother of Pablo Lara, who broke the world record Thursday in the

#### **Speed Skaters Topple Marks**

BERLIN — Germany's Gunda.
Niemann, a double-gold medal
winner at the 1992 Olympics, routed the competition Sunday to win
the 3,000-meters at the first speed

skating World Cup of the season. Rintje Ritsma of the Netherlands was a surprise winner in the men's 5,000-meters, breaking the track record at the Hohenschoenhansen ice rink with a time of

Four track records were shattered during the three-day event. The World Cup is the season's first test of strength among the top speedskaters as they prepare for the

Ritsma edged world-recordholder Johann Olav Koss of Norway by 0.14 seconds. Both men broke the former record of 6:50.00 minutes set by Bart Veldkamp of the Netherlands.

Other track records were set by Norway's Aadne Soendral in the men's 1,500-meters, Japan's Hiroyasu Shimiza in the men's 500 and Dan Jansen of the United States in

Join the

167-pound division by lifting 451 pounds. Pablo Lara was among a group of athletes flown home Saturday on a Coban airliner.

The exile group, Rescue Legion, said it was helping the nine until they could make a formal application for U.S. political asylum on Monday, Eleven of the Cubans had

applied by Friday afternoon.

The defections reflect the rush to flee President Fidel Castro's Communist state.

They also reflect the ease with which Cubans can gain U.S. residency. Under a 1966 congressional act, nearly all Cubans who make it to American shores can stay, an nigration status not given to any other nationality.

Some of the defectors had planned their escape for months. A photographer for Cuba's Sports Institute, for example, arrived at the championships packing his entire portfolio of work.

The sources in the Cuban delegation, speaking on condition of anonymity, said the 32 defectors included three Cubans who disappeared Saturday night. The three were identified as two coach-es and journalist Josi Mass, a Comminist Party member.

The Cubans count their delega-tion nightly at the athletic housing, a National Guard barracks in Salinas, 60 miles southwest of San Juan. Cuban athletes said that after the first defections, they had to ask permission 24 hours in advance to see outside friends or family, so that security could be arranged.

There was no official Cuban statement on the recent defections by late Saturday.

Rescue Legion, the exile group, identified four other defectors Saturday as Rolando Sanchez Melendez, a judo official, field hockey player Yamile Amaro Vizcaino and two members of the Cuban water polo team, Antonio Perez Sanchez and Jorge Blai Garcia.

Since the games started Nov. 19, defectors have included Cuba's top woman softball pitcher, Odalys Hernandez, as well as two medalwinning bicyclists, father-and-son members of the archery team, a diver, a bowler, a sharpshooter and the No. 2 security official.

Tomba, up next, threw himself into the course and attacked the

the lead from France's Franck Pic-

By Chris Dufresne

Los Angeles Times Service

razzi's dream.

Austria's Mader Upstages 2 Olympians hill, lunging across the finish line around the podium and wondered one-tenth of a second faster than what he was doing in such compa-

PARK CITY, Utah — It came AamodL down to a showdown of Olympitop-seeded skiers - Goenther ans, the faccoff most hoped for, a Mader, the Austrian who finished 33rd overall in GS last season and Italy's Alberto Tomba, the two-time defending gold-medal winner in giant slalom, against Norway's whose only World Cup GS victory came in 1989,

Kjetil Andre Asmodt, the defend-ing GS world champion and the Mader had climbed from his 17th-seeded position to take the lead in the first run. No one figured greatest threat to Tomba's reign. Tomba or Asmodt. Which he could do it twice. But Mader, 29, crashed an Italwould it be? Aamodt, the 13th racian party with a second-run time of

59.86 seconds to nip Tomba by slalom at the Subaru America's 0.02 and claim victory. Mader's two-run time was 2:00.61. Tomba finished second at

2:00.63, with Aamodt third at 2:00.73 Mader might have looked

what he was doing in such company. But he knows that Austrian boys are born to win ski races, "If

you win, it's a nice feeling," he said.
"It doesn't matter who you beat."
Mader is no slouch. He is a fourevent skier, born and bred by the Austrian ski factory, but his specialties are tailored more to speed events. He was the bronze-medal winner in the Olympic downhill at Albertville, and his last World Cup victory — last year at Whistler, Canada - was in super-giant sla-

Mader has been under much pressure in his home country because he has broken from the Anstrian team concept and worked with a private coach, Robert Trenkwalder.

The pressure comes from there being so many good skiers [in Austrial and so many good skiers in each event," Mader said.

Although he finished fourth in the World Cup overall standings last year, Mader is not a cinch to make the Austrian Olympic team in all four disciplines. Only skiers ranked in the top 15 in each event are exempt from Austrian Olympic

With his victory Saturday, Mader became top-seeded in GS. making his win all the more impor-

The World Cup event was to conclude Sunday with a slalom, again fearning Tomba and Aamodt along with Sweden's Tomas Fogdoe, last year's World Cup sla-

# **Schneider Wins First Slalom** Of Cup Season

FURVA, Italy — Swiss veteran skier Vreni Schneider dominated Sunday's first slalom race of the women's World Cup season to post her 45th career victory in the Italian resort where she began her im-

pressive streak nine years ago. Ulrike Maier of Austria, with her second giant slalom victory on the circuit, had ended the winning streak of teammate Anita Wachier

on Saturday. Schneider, 29, overcame recurring hack pains and a strong chal-lenge from defending World Cup champion Wachter as she clocked the fastest time in both runs down the Cevedale course to put together an unbeatable aggregate of 1 minute, 38.93 seconds.

Wachter, twice first and once second in three previous World Cup giant slalom races, finished 0.91 seconds behind the winner Sunday and strengthened her over-

all lead in the Cup standings.
The 26-year-old Austrian piled up 360 points in four races, 85 points more than Schneider, who placed 4-2-5 in the giant staloms at Solden, Austria, in October and here Friday and Saturday.

Schneider, a former world and Olympic slalom champion, said she was overjoyed at having started the slalom season the way she had ended it, with a victory. She woo the closing slalom of the 1992-93 season in Are, Sweden, in March.

This victory gives me a lot of motivations for the current season. and high hopes to do well in the Olympics," she said. The winter Olympic Games are scheduled for Fehruary in Lille-

hammer, Norway.

Schneider, who won her first
World Cup race in Santa Caterina in 1984, has a World Cup record of 20 wins in giant slalom, 24 in slalom and one in the combined.

She has won more slaloms than any other woman skier and is second to the retired Anne Marie Moser Proell of Austria in total wins. Proell has 62.

The Associated Press

Young Slovenian Urska Hrovat
finished a surprising third Sunday,
URVA, Italy — Swiss veteran ahead of Swede Pernilla Wiberg. who produced another outstanding comeback performance.

> Wiberg, the Olympic gians slalom champion, returned to action in October, 10 months after injur-ing her Achilles tendon in Maribor,

Hrovat, 19, from Ljuhljana, had her best slalom finish, 1.01 seconds behind Schneider.

Wiberg, who placed sixth and third in the two previous races here Friday and Saturday, trailed the winner hy 1.23.

French slalom specialist Patricia Chauvet finished sixth. Italy's Deborah Compagnoni, the Olympic Super-G champion, dropped out in the second run, failing to get a place on the podium in her nanve village for the third race in a row. The only American qualifier,

Monique Pellettier of Aspen, Colorado, placed 17th, at 3.41 seconds behind. In Saturday's action, Maier, 26, a two-time world Super-G champion, clocked an aggregate time of 2:20.84 in two runs down the Ceve-

dale course. Wachter, dominant in the seasoo's first two giant slaloms, fin-ished 0.28 seconds behind. Wiberg trailed Maier by 0.79 seconds. Compagnoni finished fourth, 0.86 seconds behind the winner, and Schneider was next, 1.28 seconds

Majer clocked the fastest first run, in 1:09.35, and withstood the comeback of Wachter and Wiberg

· Residents of St. Moritz, Switzerland, voted in a referendum Sunday to support a bid to hold the 1999 World Alpine Ski Champion-ships. St. Moritz, site of the 1928 and 1948 Winter Olympics, joins nearby Pontresina in trying to bring the ski championship to Switzerland's Upper Engadine region for the third time, but the first since

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#### er down the course in the second run of Saturday's World Cup giant Opener, had dramatically snatched

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#### SCOREBOARD

**NBA Standings EASTERN CONFERENCE** Central Division WESTERN CONFERENCE

FRIDAY'S RESULTS

J2 Z1 Z1 Z7—101 23 31 19 20— 93 la 7-9 18-12 24, McDaniel 3-12 8-7 13. Re-Rice 161, Boston 50 1Par-mi 21 (Smith 7), Boston 17

ish BI, Assists—Akiomi 21 (Smilln 7), Bosion :/
IDouglos 41.
Golden Stote 39 23 21 26—190
Philiodelphilo 37 27 37 16—28
G: Webber 10-17 1-2 21, Sprewell 8-17 4-4 21.
P: Weotherspoon 4-12 7-12 15, Hornocek 6-12 111.3. Rebounds—Golden Siate 57 (Webber 14).
Philiodelphilo 37 (Bradiley, Weotherspoon 7,
Assists—Golden Stote 26 (Jennines 9), Philiodelphilo 37 (Bradiley, Weotherspoon 7,
Assists—Golden Stote 26 (Jennines 9), Philiodelphilo 37 (Bradiley, Brarros Dawkins 4).
Allweighte 28 17 25 25— 9
Chariothe 41.
All Aueni 8-12 7-7 19, Murdock 5-14 7-7 18, C:

M; Aveni 8-127-7 19, Murdock 5-147-7 18, C; L. Johnson 12-20 4-8 28, Hawkins 8-11 6-6 23. Reboonds—Milwaukee 57 | Schayes 10 | Char-otte 64 (Mourning | 1] | Assists—Milwaukee 2| lotte 44 (Mourning 131, Assists—Milwaukee 21 | Murdock 51. Charlotte 26 (Bogues 15). | Seattle 30 29 22 23—110 | Minnesofa 26 14 25 27—92 | 5: Kermp 9-14 4-5 22. Pierce 18-14 7-7 28. M: | Person 6-13 2-2 17. Williams 7-16 4-4 19. Re-| bounds—Seattle 56 | Perkins 9), Minnesola 50 | 18 rawn 6), Assists—Seattle 33 (McMillian 11).

16), Assista-pourus 9), solo 27 (Williams 9), ikers 28 29 24 21—182 22 22 17 29—180

P: Disaler 7-20 5-8 20, Parter 8-17 0-0 20. Robinson 12-21 6-6 26. D: Abdul-Rouf 9-169-9 28, Stiffs 9-17 10-13 28. Rebounds-Portland 59 ms 10), Denver 64 (Mulembo 13), nd 2) (Strickland 9), Denver

Wew Jersey 26 23 22 25—97 Urah 22 16 20 23—100 N.J.; Coleman 4-15 11-1220, K, Anderson 6-13 2-4 14.U; K, Marione 9-14 5-6 22, Slockton 6-118-12 27, J J Abricos B.M. 23 20 Debanda New

2-4 I.4 U.: K. Malone P-14 5-6 23. Slockfor B-11812 A. J. Malone P-18 3-2 20. Rebounds—New
Jersey 33 (Colemon 16). Ulah 49 I Chambers
12). Assists—New Jersey 21 I Colemon. K. Anderson 4(. Ulah 25 I Stock Ion 15).
Houston 21 27 22 22—72
Secremente 19 27 14 22—39
H.: Olojuwon 13-29 10-10-36. Cossell 5-72-21 4. 5:
Richmond 17-27 74 32. Williams 5-12 7-10 17.
Rebounds—Houston 32 (Thompo 14), Socramente
47 I Richmond 11). Assists—Houston 20
I Horry, Thorae 41, Socramente 18 (Simmons 4).
SATUROAY'S RESULTS
Detroil 22 2.1 31 21—85

SATUROAY'S RESULTS
Detroil 22 2) 21 21—85
New York 28 25 23 28—112
D: Polynice 6-121-213. Hunter 5-112-214. N:
Masson 9-12 2-2 20. Ewing 7-13 3-4 17. Rebounds—Detroil 41 Polynice. Mills 9). New
York 59 IMoson 12). Assists—Detroil 21
(Loimbeer 6). New York 30 [Sloris 5).

Loimbeer 61, New York 30 [550rts 5]. Orlande 27 21 38 36—310 Washington 27 25 28 39—112 O: Anderson 13-20 5-5 35, Orneol 10-23 3-5 22. W: Gugliotto 6-11 3-10 17, Adoms 6-12 12-14 24. Rebounds—Orlando 43 (O'Neol 11), Washinglon 47 (Gugliotta 10(. Assists—Orlando 21 | Hardaway 81, Washington 22 (Gugliotto 7).

Charlotte 27 10 24 29—100 Miami 17 27 28 38—114 C: L. Johnson 8-17 4-6 16 Marming 6-13 4-6 16 M: Rice 13-77 3-3 29, Smith 7-10 5-5 21, Rebounds—Charlotte 50 Infourning 101, Marming 101, M

20 (Bogues 71, Miami 24 i Miner 01.
Phikadelphia 22 10 24 15-77
Affacia 32 25 25 26-111
P: Weather spoon 7-16 3-3 17, Barres 5-15 3-3
15, A: Willis B-12 3-0 19, Augmen 8-14 1-1 17.
Rebounds—Phikadelphia 58 i Bradier 12). Alliania 66 (Willis 11). Azaists—Phikadelphia 14 (Weather spoon, Bradiev, Hornacek 31, Alfania 25 i Blaviock 701.
Seatile 22 18 29 21-29

| Interest | Interest

Rebounds—Ulah 44 | Spencer 9), Phoenix 59 | Barkley | 121, Assists—Uton 26 | 15tockton 91,

Houston 30 16 16 18—62 LA Clippers 16 25 24 21—39 H: Diajuwon 4-16 7-10 15. Maxwell 5-13-8 17. LA: Abounds—Houston 57 | Diajuwon 15). Las Angeles 52 | Yough] 141. Assists—Houston 17

**Major College Scores** 

Boston U. 93, Army 84 Buttala 70, Daemed 6) Maryland 84, Georgelawn 83, OT Michloon 80, Georgia Tech 70 Rider 99, Bucknell 66 Boston College 90, Hartford 45 Cologie 83, Yale 65 Columbia 85, Hoverlarg 70 Connecticut 187, Towan 51, 67 Diesel 90, Widener 38 Duquesne 91, Robert Marris 70 Georgelown 84, Virginia 51, 64 Harvard 67, Babson 62 Holy Cross 79, Brown 78 La Salle 49, Princeton 43 Lablet 84, Princeton 43 Lehiph 84, Hofstra 82 Morist 87, Buffala 80 Md.-Ballimore County

Agamouth, N.J. 71, Delawo Novy 77, Ali Force 63 New Hampshire 79, Dartim Pittsburgh 112, Youngstow Rutgers 70, Manhatton 64 Vermonl 79, Lofayette 72 SOUTH Appalachion 5), 12, N.C.-Wilmington 65 Appolection St. 72, N.C.-Wilmington & Florida &, Flo. Intertrolland & Flo. Bethung-Cookman & Georgia Coll. 78 LSU 86 Texas & Louisians Coll. 49 Mainti & Florida Attente \$1. mi 85. Floris NW Louisiana 97, Orachita 69 Southern U. 154, Patten 57 Tennessee 97, Tenn,-Martin 80 Vonderbill EQ, Penn St. 60 Alabama 51, 94, Faulknet 84
Coll. of Charlesion 88, Webber 99
Davidson 102, Sewance 78
Duke 84, Northeastern 72 Duke 84, Northeastern 72 E. Kentucky 100, Clinch Vallov 83 George Moson 122. Troy SI, 119
Georald SI, 91, Marris Brown & Jockson SI, 128. Arkonaos Baotisi 68
Jocksonville 95. Stefson 40
Kentuckv 78. Louisville 70
Maryland 92. Cornell 41
N.C.-Greensboro 70. Middle Tenn. 54
Nicholis SI, 109. LSU-Shrevenort 73
Old Daminion 84. South Carolina 80
Radford 90. Cobrini 54
S. Carolina SI, 118. Bryan 84
South Alabama 84. Proirie View 61
Tin-Chattonoopo 97. SC.-Alken 71
Tulane 94. Centenary 77 George Moson 122. Troy St. 119

FRIDAY'S RESULTS

Ball St. 84, Manchester 73 Bradley 71, Maine 60 Butler 75, Indiana 71 DePaul 110, Chicago S Drake 86. Simpson 60 Evansville 76. SE Missouri 60 Howard U. 69, Kentycky 51. 62 Iona 59, Cent. Michigan 57

Lovota, III. 75, Marson St. 76 Micmi, Ohio 166, Mount Verno Mrssouri 69. Cent. Missouri 66 N. Illinois 93, Aurora 77 Nebraska 96. Texas-San Antonio 85

St. Peter's 84. DePersia 71 Vienna Basket Fivers 94, St. Francis, NY 89 Arkprists Express & Ark.-Little Rock 83 Athleles In Action 87, Oregon 81, 76 Idaha St. 102. Sportak-Maska 82 Illawarra, Australio 87, Californi Illinois 109, Klev Basket 69 New Mexico St. 87, Marional 74
New Mexico 104, Fort Sili, Okta. 68
New Mexico St. 87, Marathon Oli 79
SW Louislana 91, Crea, Partugal 89

HOCKEY

NHL Standings

New Jersey Tampa Bar Montreal

Tempp Bay 0 0 8 8-d
Phitadelphia 8 1 2-3
Sacapd Period: P-Fedyk 7 | Galley, McGill),
Third Period: P-Fedyk 8 (Recchi, Yushkevich): P-Galley S.(en.), Shats on soal: T lon
Saderstrom) 9-6-12-27. P lon Puppal 6-12-4-22.
Fiorida 0 1 1-2
Baston 0 1 2-3
Second Period: F. Additionby 7 | Lagrackin.

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DRAMATIC NEW EVIDENCE IMPLI-CATING THE DALLAS COMBOIS WAS INTRODUCED...

A CONCIENCE!

UMBRELLA MANS 108-YEAR OLD MOTHER DED YN HER SEEP!

Second Period: F. Mollonby 7 (Lamakin, Belangeri: B-Murray 3 (Banks), Taird Peri-od: J. Florda, Laus I (Belanger, Mellanby); B-Outes 10 (Wester, Janeau); Isal, B-Westey 3 (Juneau, Oates), Shots on goal: F (on Blue) 13-12-17—42. B (on Filzzotricki 13-10-12—35.

Finiter), Second Period: T-Broadery 9 (Cole, Ruff(; T-Klima 7 (Chambers): P-Renberg 13 Le Hovre 0, Nantes 0 (Golley, Recchil; (pp), P-Renberg 14 (Yugh-

Anakelm 2 0 1—3
First Period: A-King 2 (Combock, Grimson); A-Combock 3 (Ladauceur), Second Period: S.J.-Gorpeniov 5 | Larianov); S.J.-Fedion 9 (Errev. Eilki); | pp.), S.J.-Sullivan 2(51). Third Period: S.J.-Duchasne 8 | Folioon); A-Combock 4 (Dourls), Shots on soal: S.J. (on Tugnatil 5-13-9—37. A | on Irbel 9-9-9—27.
Officwa 1 1 0—2
Baffata 0 3 3—5 First Period: O-Yashin 13 (Kudelski, Show); (pp). Second Period: B-May 5 (Plante, Suffan); O-Ruzicka 3 (Kudelski);

(pp). B-Surfan 1 [Hawerchuk Simpson]: (pp). B-May 6 [Plante. Audettal : I pp]. Taird Period: B-Hawerchuk 73 (Magliny); B-Wood 7 [Molter]: Ianl Shots on year: 0 for Hoses 5-0-11—22. B (on Modeley) 11-15-13—39. 3 1 9 H

Philiphersh 3 1 6 6—4
Washinshon 3 1 1 1—4
First Period: W-Holcher 3 (Peoke, Hunter);
P-Snevens 12 P-Marlien 10 Brown, Nedoni); PAurothy 6 (Tocche), Stevens(; (ppf. Socand
Period: W-Bondro II (Infrate, Holcher); Ipp),
W-Khristich II I Idirate, Hunter); P-Tocchef 0
IStevens, Francis(; Ipp), Third Period: WRuleley 6 I Haicher, Johansson); Ipp), Shots op
good: P Ion Tabarace, Beouper) 84-93—24. W
(on Wressett 8-12-13-3—36.
New Jersay
I 5 8 0—6
St. Louis
First Period: SL-Sutter 4 [Hull, McDani) SLFull 14 (Jamey, Shonohan); (ppf. N.J.-Semak
9 I Guerin, Pakuo), Second Period: N.J.-Guerin, Corpenter (; N.J.-Zelesutkh 10 (Lemieux,
Hollit SL-Brown 6 I Tilley, Jamey I Ipp), N.J.Richer 10 (Lemieux); Ish(St-Karomney 2
(Crossman, Zambo; Ipp), 10L-Shanohan 14
I Janney) N.J.-MacLeon 10 (Richer, Semak),
Takird Period: ISL-Brown 7 I Janney, Hull);
Ipp), Shets on soul: N.J. (on Joseph) 15-13-4

—38. S.L. (on Brodeuri 11-7-11-2—31,
Vancauver

First Period: W-Tkochuk 10 | Zho

kevich); T-Cole 5 | Bradley, Bergevin) | (opl. street in an investing in the fireplace of invest Islanders, King 10 (Turgeon, McLinnis): 10, Rangers, Leekth 0 (Messier, Karpovisev); (pp), Shofs on soat; R (on Mextall) 11-11-13-14. ( (on Richter) 10-(1-10-3).

Dollos 0 2 3-4
Detroit 2 2 5 5-10
Elizzi Period: D.S.Illinger 4 (Hinne, Chror.

Detroit

2 2 3-4

Detroit

2 2 5-10

First Period: D-Sillinger 4 (Howe, Ciccorelli): D-Corier 3 (Lidshrom, Primeou): (pp), D-Corier 3 (Lidshrom, P



First Period: W. Tacchuk to I Zhomnov, Selevine 1, Second Period: V-Bure 9 (Courtnell, Bobych); V-Lindan 14,1sn/W-Numminen 3 | Emerson, Zhomnov); [pp], W-Emerson 13 (Selonne, Mironov), Third Period: V-Adoms 3 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 3 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning, Lumme); | India 1, 1sh Period: V-Adoms 0 (Rouning); | I

en goat: L.A. Ion Rov) 7-12-11—30, M (on Hrudeyl 16-1)-12—49,
Boston 1 0 1—2
Taroato 1 2 2—4
First Period: B-Smolbaki 4 IJuneau,
Hekraz), Second Period: T-Rouse 2, T-Clark 23
IAndreychuk, Gilmour, Third Period: TPearson 7 (Eastwood, Macoum); B-Kvartatnov 4 (Stanton, Bourque); (ppl, T-Letebyre 1
(Gilmour, Andreychuk); (ppl), Stost on goal:
B (on Potvin) 7-17-14—32, T (on Blue) 7-74—23,
Vancouver
General Period: E-Weish) 9 (Peorson, Ciper).

Bordeoux, 25; Manoca and Macoums, 27; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
Effenne, 25; Montes and Connes, 27; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
Effenne, 25; Montes and Connes, 27; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
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Effenne, 25; Montes and Connes, 27; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
Effenne, Metz, and Lens, 17; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
Effenne, Metz, and Lens, 17; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
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Effenne, Metz, and Lens, 17; Montperiller and Stresbourg, 20; Sochaus, 19; Lyon, 18; St.
Effenne, Metz, and Lens, 17; Montperiller and Stresbourg, 20; Northerne, 22; Northes and Connes, 27; Montperiller and Stresbourg, 20; Northerne, 22; Northes and Connes, 27; Montperiller and Stresbourg, 20; Northerne, 20

butch First Division

(Kadov) 110-McPise? (Johnson, Gagner); [D.
Crojs (Barr, Johnson), Shots oe soud: D (on
Daycod) B-8-11—27. D Ion Mood) 16-9-3-38.
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Barthe

FC Norembers 0, Hamburs 5V 1 Karlsruhe SC 3, Borussia Dortmund 2 SC Freiburs 2, Bayern Munich 1 Bayer Leverkusen 2, MSV Dulsburs 1

Boyer Leverkusen 2, MSV Dulsburg 1
VHB Sluthort 8, Werder Bremen 8
Standinsh: Sinhrucht Fronkfurt, 24 ppints;
FC Kolsersloutern und Boyer Leverkussen,
22; Boyern Munich, Homburg SV, and MSV
Dulsburg, 22; Werder Bremen, 29; Borussia
Dortmand und FC Colosne, 19; Dynamo Dresden, 10; Kortsrube SC, Borussia MoenchensJoboch, and SC Freiburg, 17; VHS Suthort,
15; FC Nuremberg, 13; SG Wattenscheld,
Scholke, and VHB Lelezie, 11.

TALIAN FIRST DIVISION
Cogliert 1, AS Roma 1
Latia of Rome 4, Genoti 0
Nopoll 5, Regylana 0
Parma 0, AC Milan 0
Placertor 5, Fosgid 4

Sampdoria of Gana Taring 3. Lecop 0 Udinesa & Atak Steadings: Parmd, Sampdorla, and AC Miles, 19 points; Juvenius and Torino, 16; Lazie.

15: Napoli, Inter Miles, and Copillari, 14; Cremonese and AS Romo, 15; Placetza, 12; Fagula, and Genera, 10; Milesen, Ambades. monese and AS reone, ..., so glo and Genoa, 10; Udinese, Atal Registana, 8; Lecos, 4.

SPANISH FIRST DIVISION SPANISH FIRST DIVISI Celta 2. Sevilla 1 Valencia 0. Real Sociedad 0 Logranes 2. Abbacete 2 Rayo Vallecano 2. Bercelona 4 Lerido 0, Real Zarasoza 1

Larido B, Red Zaragaza 1
Rucina Sontonger S, Red Valkadobid 1
Albielic de Bibboo 1, Red Oviedo 1
Albielic de Madrid B, Deportive La Coruna 1
Tenerite 1, Osasuna 0
Sporting de Gilan 2, Red Madrid 1
Shadings: Barcelona and Deportive La Coruna, 10 polata; Athietic de Bilboo and Valancia, 17; Sevilla, Red Madrid, and Sporting de Cilan 14; Parado Sartenter 15, Parado Saratenter cio, 17; Sevillo, Real Moortin, and Sporting de Gilon, 14; Rocing Santonder IS, Real Sociatiod, and Tenerife, 14; Attetico de Madrid, 13; Alba-cete and Celto, 12; Real Zaragozo, 11; Rayo Vallecano and Oviedo, 10; Lograne, 9; Oso-suno and Real Valladolid, 8; Lerida, 6. **OLYMPIC SPORTS** 

**World Cup Skiling** 

METATS GLANT SLALOM
RESULTS Scherdey from Park City, Utalu: 1.
Guenther Moder, Austria, 2 minutes, 0.51 seconds: 2 Alberto Tombo, Holy, 2:00.42: 1, Klefti
Andre Aomedi, Norvey, 2:00.73: 4, Franck
Piccard, France, 2:00.55: 5. Sieve Locker.
Switzerland, 2:01.27:
4. Michael Von Grueniger, Switzerland, 2:01.29: 7. Merkus Wassneler, Germany, 2:01.29: 7. Merkus Wassneler, Germany, 2:01.49: 1, Tobles Bornersnol, Germanty, 2:01.73: 16.
Christian Mayer, Austria, 2:01.74: 17.

See Theology of the Control of the Con MEN'S GLANT SLALOM

2:81.44; & Achlar Voof, Leicherstein, 7:01.90;
9. Tobias Bornersol. Germorts: 2:91.74; 18.
Christian Mayer, Austria, 2:91.74; 18.
Ti, Gerhord Koenksruber, 1901/2:201.84; 12.
Motteo Bethrood, 1001/2:2020; 13. Jon. Eison
Thursen-Norwey, 2:92.12; 14. Hons Knooss, Assiria, 2:202.17; 15. Hubert Strole, Austria, 2:22.44
Werte Con strundings: Upiccard, 150 onliss;
1. Moder, 145; 1. Aemodi, 170; 4. (10) Fracilic
Nybers, Swiden I ombot mid von Gruenisen.
20; 7. Locher, 71; 2. More Girordelli, Limensborn, 60; 9. Bethrond, 51; 18. Bothersell, 45.
WOMEN'S Gladt'S SALOM.
Resolts Solurday from Scale Colected Values, 20.8 seconds; 2. Austra World Co.
2:21.72; 2. Permits Wibers, Sweden, 2:22.43; 4.
Major College Scores
Major College Scores
Major College Scores

Major College Scores

Major College Scores

Experior Compositions (1927). 27.17.01 5. VIEW Schriebler, Switzerland, 2:72.12 6. Carole Meria, Franca, 2:72.53; 7. Martina Eril, Germany, 2:72.51; 7. Carole Lafranc, Franca, 7:72.52; 70. Sylvia Eder, Austria, 2:72.54. Florido A&A 27. Sethuse-Cooks

Goetschi, Austria, 1:40.84; 9, Gollizia, 1:41.34;

18. Meder. 1:41.60.

11. Mirton Vogs, Germany, 1:41.65; 12. Efficient Volume 47, Texas-Et Paso 16
Eder. Austria, 1:41.70; 12. Beatrice Pillol,
France, 1:41.82; 14. Manuela Lieb, Austria,
1:41.85; 15. Kristina Andersson, Swedam 1:41.95,
Warid City standines: 1. Worther, 36)
points; 2. Schneider, 259; 3. Meller, 218; 4. (Fiel
Wibers and Aleria, 159; 4. Leiranc, 152; 2.
Compopoon, 1:51 & Erit, 83; 9, (18) Personalni,
and Sylvia Erier, 78.

Speedskating

Results of World Cop event in Berlie:

Results of Werld Cop event in Berlier.

Men.

368 Meters: 1, Don Jonsen, U.S., 34,74-seconds; 2, Hiroyanu Shinibar, Joson, 34,72-3,
Alexander Goldev, Russia, 37,85; 4, Manabu
Horit, Japon, 37,73; 5, Roper Stroem, Remony,
37,14; 4 Irle), Andreil Bakhvolov, Russia, and
Seroel Klevislenia, Russia, 37,97; 8, Yukinori,
Myoba, Japon, 37,51,
1,868 Meters: 1, Jonsen, 1 minute, 14,69 seconds; 2, Ison Zhelszowski, Beharus, 1; 13,18; 7,
Peler Adeberg, Germany, 1; 15,37; 4, (Rie) Gerhord van Velde, Neitherlands, and Yukinori
Myoba, Japon, 1; 15,30; 6, Klevislenia,
1; 15,37; 7, Kavia Scott, Conada, 1; 15,39; 6,
Backwalov, 1; 15,40.

S.080 Meters: 1, Ridle Ritsma, Netherlands,
6 minories, 49,11 seconds; 3, Johann Olav Koss,
Norway, 4,49,25; 3, Folos, Zondstra, Netherlands, 6:54,9; 4, Jaromir Radkey, Folosid,

londs, 6:5449: 4 Jeromir Rodiery, Pelond, 6:55.00; 5, Teshinike Hokowa, Japan, 4:56.60; 6, Bart Veldiamp, Netherlands, 6:57.65; 7,

6. Borri Velukonno, Neitherlands. 6-55.42; 7.
Kleiti Stovelid, Norway, 6:58.87; R. Atte Voorvell, Norway, 6:59.87; R. Atte Voorvell, Norway, 6:59.81; R. Atte Voorvell, Norway, 6:59.81, Widmen
Lass Meiters: 1, Bonnie, Bold: United Stotes, Imbrute. 21.89 seconds). 2. Shiho Kusunde, Japan. 1:22.34: 2.Mondeue Gorbrecht, Germany, 1:22.94; A. Sun-thee You, South Koran, 1:23.05; S. Selto Hostumoto, Japan. 1:23.22; A.

N. Y. ISLANDERS—Recalled Brant Grieve.

ny, 1:22.94; 4, Syn-Nee Yoo, South Kared, 1:22.95; 5, Selfon Hostimoto, Japan, 1:22.22; 4. Anneal Houck, Germany, 1:22.94; 7, Franzista Schenk, Germany, 1:22.94; 8, Edel Therese Hostieth, Norwary, 1:24.16.
1.309 Amerys: 1, Gunda Niternant, Germany, 2 minufes, 5.31 seconds; 2. Ernese Honyody, Austria, 2:06.55; 3. Svetiana Federicina, Russia, 2:06.77; 5, Blott, 2:09.82; 4, Selko Hostificata, Japan, 2:09.85; 7. Mie Uetarro, Japan, 2:09.36; 1, Memorus, 4 minufes, 7.19; 3. Annearier Thomas, Netherlands, 2:08.75; 3. Selfon Medicans, 1, Niternant, 4 minufes, 7.19; 3. Seconds; 2. Barjanava, 4:25.56; 4, Ernese Horryody, Austria, 4:28.97; 5, Uetara, 4:25.56; 6, Elsena Bed., Holy, 4:22.44; 7, Helke Worthicke, Germany, 4:30.10; 8. Anno Friedinger, Germany, 4:30.10; 8. A many, 4:30.10; 8, Anna Friedinger, Ger 4:30,79.

Bobsledding

Leading results Saturday of World Cap four-man event in Altenbers, Germany: 1. Germany I (Dirk Wiese/Caristoph Bartsch/Michoel Liekmeter/Wolfsons) Hough I minute 51.29 seconds (first run 55.42 seconds, second run 55,57).

2. Austria I i Hubert Schoesser/Gerhard

Real/Marais Winkler/Gerhard Muldocher/ 1:51.25 (35.47/55.86).

3. Britain I (Mark Tout/Cris Symands/Josen Wing/Eric Selevation) 1:51.56 (55.57/56.81).

4. USA 11 (Rangy Will/Joe Sowyer/Just).

Woodard/Cris Celemon) 1:51.66 (55.78/55.96).

5. Germany 11 [Horaid Caude/Karsten Bronnosch/Olof Flampel/Oliver Baumann)

4. (19) Britoin II (Sean Oissan/Dean Word-/George Farell/Lerny Pool) J.S.B.I (3337/388) and Switzerland II (Christian Melli/Rene Schmidtelay/Gerry Loeffer/O-

Mail/Rene Schmidteiny/Gerry Laurier ristion Reich 1:515 (553/1642). Heating results Sonday si World Cep four-ions sevent to Wheel Gertnamy: 1. Germany: (Wieser Bortschrijskimeter-ter 1996). pt)-1 enjeute 51.86 seconds (55.12/56.84 nie 1 (Tool/Symands/Wiee/Sek

S. Germany ) | Chulol/Brontesch/Hom-es/Soumann) 1:52.35 (56.16.56.17), 6. Conade II (Carls Larl/Carlston Fermal-Sherion Baptishe/Glendy Gilbert) 1:52.42 (56.24-56.08).

Lending World Cop standings: 1, Wiese, 104

2:23.52; 10. Syrivia Eder, Austria, 2:23.54.
17. Michaele Gery-Leitner, Germany,
2:24.25; 12. Corlane, Rey Bellet, Switzerland,
3:24.20; 13. Yava Nower, Synden, 2:24.27; 14.
Mocana Gollizie, Haly, 2:24.27; 15. Sobina
Personial, Italy, 2:24.25.
Wooder's Syndey from Sente Collegie ValBurver; 1, Schneider, 1 minute; 32:35 seconds; 2.
Wooder, 1:28.87; 3. Ursine Hrovot, Stovenia,
1:28.87; 4. Wibers, 1:40.6; 5. Mosha MoleyInfor. Austria, 1:40.8; 3. Halbit MoleyInfor. Austria, 1:40.8; 3. Renals
Gertsch, Austria, 1:40.8; 9, Gellizie, 1:41.34;
B. Mofer, 1:41.68

Part Collegie Condense Val
Burvers St. 13. Geranding St. 17

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Milliams St. 13

TRANSACTIONS

BASEBALL . American Leopus

N.Y., YANKEES—Put Heastey Mestern,
outfleder, on wolvers for purpose of uncondi-tionat release. Traided Domingo Jean, pitcher,
and Andy Stonklewicz, infletder, to Houston

National Bankelball Association
UTAH-Walved Dove Jamerson, guard.

sfor bock.

Mockey

Multimet Hockey Leasus

NHL—Suspended Tampa Boy Ceider Denis
Sower and Chlospa defensemen Steve Smith
for 4 sames without our and fined each \$500
for stanting incident in game on Nov. 2d. Each
has served one pame of suspension;

DALLAS—Recalled Rob Brown, left wing,
from Kalamaron, IHL.

FLORIDA—Troded Roboty Gilten, center,
to Winnigen for Stu Bornes, center.

TENNIS

ATP WORLD DOUBLES
to Johospesburg
Semiliants

kends. (3), del. Grant Counell, Conodo, und Potrick Gulbratti. United States. (1),4-6.7-6 (7-

RUGBY

RUGBY UNION England 15, New Zealand 9



TRY NOT TO SMILE OR HE'LL WIPE IT RIGHT OFF YOUR FACE."



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THE 30TH ANNUAL JFK. ASSASSINATION CONSPIRACE

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GENERAL'S OFFICE

CALLING, HE'LL

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1:51.71 (54.09/55.62).











#### REX MORGAN



#### GARFIELD





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「大学」をはまった。 Telling with the Cariforn State by

The Associated Press rebounds and Vernon Maxwell waukee Bucks and New York
The Houston Rockets are still scored 17 points for the Rockets. Knicks to match the overall club unbeaten. Barely.

An 82-80 victory over the Clippers on Saturday night in Los Angeles left the Rockets the NBA's only undefeated team. But the last three of their 13 victories have

"We dodged a bullet," coach

Rudy Tomjanovich said after his team blew a 22-point lead and escaped with the help of Hakeem Olajuwon's jumper with 22 seconds

The Rockets, who have won a season as John Battle scored 26 franchise-record eight consecutive

**NBA ROUNDUP** 

whose winning streak is the thirdrecord for consecutive wins whose winning streak is the third-longest to start a season in NBA which they set last season — and history. The Washington Capitols

Tranchise mistory, bearing a 12-game streak at the opening of the the NBA record for best start with-1982-83 season.

The Washington Capitols

The Washington C out a defeat

Danny Manning, activated after missing six games with a cracked ring finger on his left hand, led the

Clippers with 29 points. Cavaliers 101, SuperSonics 90:

games by beating Orlando.

the go-ahead basket in the fourth quarter, as Washington extended its home winning streak to five

three quarters, and Charles Barkley

games, the second-best start in consecutive win.
franchise history, behind a 12
11 was the second straight laugh-

Denver 130-97 in its last game.

Barkley played 35 minutes against the Jazz, scoring 14 points in the second quarter, when the Suns outscored Utah 33-20 for a 56-38 halftime lead. He also held Utah's Karl Malone to 13 points son scored 26 points in the first and six rebounds, forcing him into five offensive fouls. It was the first had 25 points and 12 rebounds over the same span as Phoenix. playing scored under 20 points.

# Legacy World Wins in Japan

# After Goof by Desormeaux

Compiled by One Staff From Dispatches FUCHU, Japan - Legacy World, benefiting from a mistake by American jockey Kent Desormeans, beat Breeders' Cup Turi champion Kotashaan in a stretch battle Sunday in the Japan Cup, the world's most lucrative house race.

Ridden by Hiroshi Kawachi, the 4-yearold Japanese-bred Legacy World covered the 1½ miles (2.4 kilometers) on the turf in 2:24 4/5 to earn \$1:56 million from a \$3.61 million purse. A record crowd estimated at 175,000 turned out at Tokyo Race Course. Winning Ticket, a Japanese horse rid-den by Masato Shibata, was third. Germa-ny's Platini finished fourth, and the American campaigner Star of Cozzene, who won the Man o' War, came home in fifth place. Kotashaan, regarded as a leading candidate for the Horse of the Year title until his defeat, entered the stretch on the outside,

but the French-bred horse was about 14 lengths back at the finish. Desorments, partly blinded by the set-ting sun, mistook the 100-meter mark for the finish line. He briefly stood up in the saddle before realizing his mistake, then went quickly back into action. But it was

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too late, and the error cost him a \$460 fine from the Japan Racing Association.
"It was my mistake," Desormeaux said. "Before the race, JRA stewards advised all foreign riders to be careful about the goal and the 100-meter mark."

Kawachi said he felt he would have won "I was a full length ahead of Kotashaan when he made a mistake," he said. "So I don't feel I owe my triumph to his mis-

Kawachi also won last year on Tokai Teio, with Legacy World finishing fourth.

Mejiro Palmer, one of seven Japanese. entries, led for most of the race, with Legacy World second. But the winner sprinted to the front after the final turn as the pacesetter faded. By winning, Legacy World increased his earnings this year to \$2.1 million and his career bankroll to \$2.5

A son of French-bred Mogami, Legacy World paid \$11.60, \$9.30 and \$3.15. . Seven horses from Japan, three from the United States and one each from France.

Britain, Anstralia, New Zealand, Germany and Italy competed in the race. The globe-trotting French filly Urban Sea, winner of last month's Prix de l'Arc de Triomphe at Longchamp, was a disappointment, starting at 14-1 and finishing

The only British runner, the 11-2 chance White Muzzle, ridden by John Reid, trailed home in 13th place. Trainer Peter Chapple-Hyam had

brought White Muzzle to Japan on Nov.

13 to allow the colt to adjust to the change in surroundings. Instead, it was the second Japanese victory in the November classic in successive

In 1992 when Legacy World ran fourth, Tokai Tei-oh won by a neck over Australia's Naturalism. The big antipodean hope was back again Sunday but this time fin-

SIDELINES

For the Record

ished a disappointing ninth (AP, Reuters, UPI)

Faxon Wins Australian Open by 2

MELBOURNE (AFP) — Brad Faxon of the United States sank a 35-foot birdie putt on the 17th hole, where Jeff Woodland's challenge ended

with a bogey 5, and won the Australian Open by two shots Sunday.

Woodland tied for second with fellow Australian Mike Clayton, who

finished with two birdies for a 66. Faxon and Woodland each shot a final

Found 70.

Tom Lehman shot 69 to beat fellow American Phil Mickelson by one

Gullit Gives Sampdoria Tie for First

The Swedish trotter Ina Scot set a world record for consecutive victories in harness racing by winning her 31st straight in Kalmar, Sweden. A Worthy Lad of Canada and Teaor dn Beaune of France had

contract with the Chiba Lotte Marines of Japan's Pacific League. (NYT)

minimumweight crown.

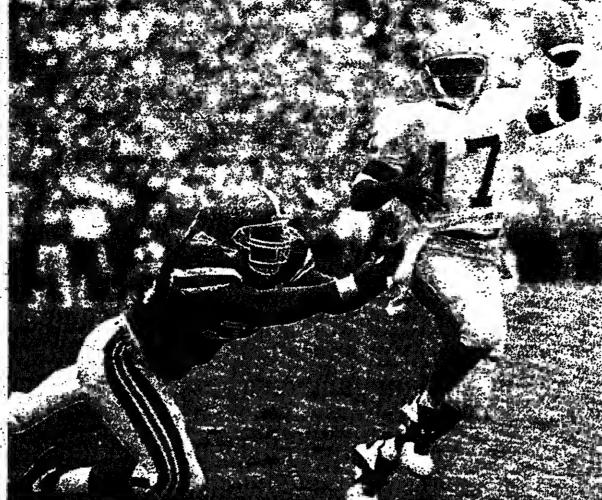
(AP)

Mignel Gonzalez of Mexico stopped Wilfrido Rocha of Colombia after

310 rounds to retain his WBC lightweight crown in Mexico City. (AP)

Chang For Pao in of Thailand knocked out Rafael Torres of the commission Republic in the foorth round in Bangkok to retain the WBA

stroke in the Casio World Open in Tokyo. Seve Ballesteros finished the competition with a 73 for a disappointing four-round score of 291, 17



#### ger hit from 34 yards with 44 sec-onds remaining, his onside kick lead in the NFC Central. Charlie Ward making one of many escapes from Florida tacklers in leading top-ranked Florida State to its 33-21 victory. Ward Lets Loose as Seminoles Subdue Gators

By Ken Denlinger Washington Post Service
GAINESVILLE, Florida — Charlie Ward almost never turns his emotions loose in public, but this moment was unique. With a flick of his right arm, he had passed Florida State into a national championship game and wrapped up the Heisman Trophy for himself.

- So Ward strutted. Few saw it, but he skipped toward the dressing room after the 33-21 victory over seventh-ranked Florida Samrday and threw a series of No. 1 salutes at the sky. For him, that's

as much look-at-me as you'll ever see. What also had thrilled everyone in college football — except a good deal of the record crowd of 85,507 at Florida Field and the entire state of West Virginia - was Ward on the run with the

game on the line. Until Ward scrambled to his left with about 5% minutes left, until he slipped a tackle and threw a brilliant touch pass that roommate Warrick Dunn turned into a 79-yard touchdown, Florida

seemed bent on a comeback for the ages. Down 20 points early in the fourth quarter, the Gators mounted 65-yard and 94-yard touchdown drives. Once during each surge, they made it on fourth and long. And the touchdown pess that brought them to within 27-21 might lead the all-time highlight reel.

The ball was tipped by one of the two Seminoles defenders checking 5-foot-9 wideout Jack Jackson at the goal line. It then appeared to bounce off Jackson's

helmet and off his left hand before he

Clearly, the Gators were not going to surrender easily their 23-game winning streak in this place they call The Swamp. And when their defenders swatted away two Ward passes on the next series, they were excited about getting the ball back for a possible go-ahead touchdown.

That was, without a doubt, the loudest I've ever heard the crowd," Florida coach Steve Spurrier said," "In fact, I even found myself covering my ears a little bit."

Spurrier soon wanted to cover his eyes a little bit, for on third and 10 Ward

COLLEGE FOOTBALL was wonderful. He was chased by two Gators linemen, one of whom grabbed a small piece of his jersey but couldn't hold on. Downfield, freshman running

back Dunn had broken behind a line-Ward led him perfectly about 15 yards downfield — and Dunn won a footrace down the left sideline and into four touchdown passes. Deflated, the Gators were intercepted on the second

play of the next series. In the College Football Bowl Coslition poll released Sunday, Nebraska was ranked No. 1 and Florida State No. 2, setting up a national title same between

the two on Jan. 1 in the Orange Bowl in Nebraska, 11-0, had 3,005 points in

managed to gather it in for a 31-yard of the media poll and the coaches' poll. Florida State, 11-1, had 2,956 points. In the media poll, the top three were Florida State, Nebraska and West Virginia. In the coaches' poll, it was No-

braska, West Virginia and Florida State. Nebraska finished its season with a 21-7 triumph Friday over Oklahoma. West Virginia, also 11-0, clinched the Big East title Friday with a 17-14 victory over Boston College and is likely to play Texas A&M in the Cotton Bowl.

Saurday's game all but out of reach early but had to settle for two field goals and a 13-7 halftime lead. Very quickly, the Florida State offense figured out bow to move the ball

The Seminoles had a chance to put

its wide receivers and ioto the flat to its running backs.
In all, the Seminoles netted 566 yards. Ward accounted for 475 of them, completing 38 of 53 passes for 446 yards and

- with short passes over the middle to

running five times for 29. "It was close to being a rout," Florida State coach Bobby Bowden said, "and it was close to us losing, It's a relief to get good or better has come here and lost." Ward worked his short-passing game during a 57-yard drive for a 7-0 lead on the second possession, completing seven passes and hitting flanker Tamarick

Vanover from five yards for the score. Next time, Florida State drove from its 22 to the Florida 6 but had to settle for a Scott Bentley field goal. And the time after that, the Seminoles had first the poll, which combines the point totals down on the Florida 11, only to have

two incompletions and a catch by Matt Knoxville, Tennessee, the Volunteers Frier fall far sbort of a first down.

CINCINNATI - The Cincin-

nati Bengals knew that sooner or

later they'd win because of an op-

ponent's blunders. It took th

games, but they finally found their

The Bengals drew inspiration from Jeff Jaeger's four missed field

goals - the most glaring of the

snapped their 11-game losing

streak Sunday with a 16-10 victory.

of 45, 34 and 44 yards into a swirling wind, and Eric Ball ran 1 yard

for a touchdown set up by a Raid-

ers penalty as the Bengals became

the last NFL team to win a game.

The Raiders (6-5) continued to

struggle on offense. Jeff Hostetler

completed just two passes in a first-half snow, and the Raiders opened

the second balf by fumbling at the

Hostetler scored on a 5-yard

draw play early in the fourth quar-ter to cut it to 13-7. But Pelfrey put

the Raiders in a tough spot by hit-ting from 44 yards with 6:16 left.

with Raiders mistakes. Jaeger was

short on a 48-yard kick, and Tim

Brown bobbled a pass into the

arms of linebacker James Francis

for an interception. Then, after Jae-

The closing minutes were filled

Bengals' 10.

Doug Pelfrey kicked field goals

Raiders' many mistakes

patsy: the Los Angeles Raiders.

The surprise early on was that Florida could do very little on offense. But just when it was starting to look as if the Seminoles' defense might pitch a shut-out for the first half. Florida put together a 65-yard yard touchdown drive to narrow the deficit to 13-7.

Danny Wuerffel directed the Gators' offense the first half; Terry Dean provided the dramatic thrills at quarterback the second. Florida seemed doomed on its first-half touchdown drive, when an obvious offsides against the Seminoles was not called and Wuerffel got thrown

for a 13-yard loss. But the Gators scored anyway, as Willie Jackson somehow got free in the back of the end zone and made the catch on third and goal from the 11.

Florida State took the second-half kickoff and drove 65 yards for a 20-7 advantage. Ward once cluded a lineman and dumped a short pass to Dunn. Lat-er, on third and goal from the 7, he lohbed a touchdown pass to split end

Kez McCorvey. to the pocket," Spurrier said.

A Ward interception in the end zone killed a later drive, but he soon hit a wide-open McCorvey from 16 yards for the touchdown that gave the Seminoles a seemingly safe 27-7 lead. Except the Gators wouldn't cooperate.

■ In other games involving top 25 teams, The Associated Press reported:

No. 6 Tennessee 62, Vanderbilt 14: In Liberty Bowl against Louisville.

(9-1-1, 6-1-1 SEC) scored enough points to become the highest-scoring team in school history. Tennessee ended the regular season with 471 points, an average of 42.8, breaking the record of 41.6 set in 1914. Charlie Garner rusbed for 151 yards and a touchdown, and James Stewart rushed for three touchdowns. Tennessee scored on three consecutive offensive plays during one stretch in the second quarter. Vanderbilt (4-7, 1-7) was outgained by 299 yards, in the last game on artificial turf at Neyland Stadium. Grass will be installed before next

SCASOD. No. 9 Miami 41, Memphis St. 17: At Miami, the Hurricanes (9-2) tied the record for longest bome winning streak in NCAA Division I-A history, with their 57th straight victory in the Orange Bowl. Alabama set the record from 1963-82. Ryan Collins threw for 392 yards and three touchdowns and ran in another from 22 yards out. Memphis State (6-5) was hurt by five interceptions

and two lost fumbles. St. 37: At East Lansing Michigan, the Nittany Lions trailed 37-17 with 2:54 left to the third period, then rallied to score the game's final three touchdowns. The last, with just over 11 minutes left, came on a 48-yard pass from Kerry Collins to Bobby Engram. The Nittany Lions (9-2, 6-2 Big Ten) kept their hopes alive for a Citrus Bowl bid. Michigan State (6-4, 4-3) appears beaded to the

#### passes. Raghib Ismail dropped one at the Bengals' 12 in the closing minutes, and Brown's bobble-

turned-interception essentially ended it.

Bengals Win Their First

**As Miscues Sink Raiders** 

NFL ROUNDUP

Bengals went on to score only their

second rushing touchdown of the

season. The offense has 10 TDs in

11 games, worst in the NFL. Finally, there were dropped

over San Diego.

completed 14 of 20 for just 157 yards, but the Bengals won because

they didn't turn over the ball. Packers 13, Buccaneers 10: The Green Bay Packers, their offense frozen for most of the game, came out of the cold in the final minutes to beat the Tampa Bay Buccaneers in Green Bay and oe Detroit for the

Bengals run out the clock.
The Bengals, 0-10 entering the game and losers of 11 straight over-

on the previous down and pitched a 2-yard touchdown pass to Sterling Sharpe with 1:16 left to give the all, knew they had a chance to end Packers a 13-10 victory, their sixth the longest slump in franchise his-tory when Jaeger hooked attempts in the last seven games. Green Bay (7-4) managed only two field goals by Chris Jacke in from 42, 44 and 31 yards in the first half. Jaeger had missed only three the first 31/2 quarters of a game that

began at 29 degrees Fahrenheit (minus 2 degrees Celsius) and featured 19 punts. kicks all season and hit four field Tampa Bay (3-8) took a 10-6 lead with 7:33 to go when Craig Erickgoals last Sunday in a 12-7 victory son hit Courtney Hawkins with a 9-The Raiders also bungled on defense. A face-mask penalty nulli-fied a fumble recovery, and the

yard touchdown pass, capping a 63-yard drive. But Green Bay moved 75 yards in 15 plays as Favre and Sharpe, who had only three catches to that

point, warmed up during the Packers' only sustained drive. Tampa Bay got the ball back, but John Jurkovic sacked Erickson, and a fourth-down pass fell incom-

nded it. Saints 17, Vikings 14: Wade Wil-Cincinnati's David Klingler son got help from New Orleans' special teams and got even with

Dennis Green. One of Green's first moves when be became Vikings coach in 1992 was dumping Wilson, Sunday, the quarterback returned to Minnesota for the first time since and helped the New Orleans Saints beat the

Vikings in Minnesota.
Fuad Reveix kicked what appeared to be a tying 41-yard field goal with 44 seconds left, but Fred Strickland was called for holding. Reveiz then shanked a 51-varder Rookie Tyrone Hughes had a 99-

yard kickoff return, and Morten Andersen kicked a 24-yard field goal with 10:06 to play for the Saints (7-4), who won for only the second time in six games after a 5-0 Minnesota (5-6) has lost four of

its last five games and has a losing record for the first time under Green. The Vikings lost only five games all last season in winning the NFC Central. Jets 6, Patriots 0: With their

passing game washed out by beavy rain and winds gusting to 68 miles an hour, the New York Jets slogged to a fifth straight win with a 6-0 defeat of the New England Patriots in Foxboro, Massachusetts. The Jets (7-4) got all their points in the first half on field goals of 33

and 23 yards by Cary Blanchard,

then used defense and a couple of crucial New England mistakes to protect the lead. The Patriots (1-10) got inside the New York 20 twice in the final period, but a blocked field goal and a fumble kept them scoreless. The fumble came at the Jets' 7 with less

than two minutes remaining, when Michael Timpson was stripped of the ball after catching a pass. Lonnie Young stripped the ball and Brian Washington recovered, ending a New England drive that started at the Patriots' 30 with 2:34 left. It was the first shutout for the Jets since Nov. 21, 1982, when they

beat the Baltimore Colts, 37-0. Falcons 17, Browns 14: Atlanta turned the makings of a rout into a tight game but beld on to win.

After building a 17-0 first-half lead holding Cleveland to 42 yards at the time, the Falcons had to survive a comeback led by Todd Philcox to edge the Browns in Atlanta on Sunday.

Hebert threw touchdown passes of 14 yards to Andre Rison and 8 yards to Mike Pritchard, and Norm Johnson kicked a 51-yard field goal as the Falcons won their third in a row and fifth in six games. The outcome left both teams with 5-6

records. Cleveland, losing its fourth in a row, started its comeback on the final play of the third quarter, when Philoox hit Mark Carrier with a 35-

yard touchdown pass. The Browns cut it to 17-14 with 3:31 remaining when Philcox scored on a 3-yard quarterback

Philadelphia 17, Washington 14: Bubby Brister mounted a 75-yard drive in the closing minutes and hit James Joseph for a 2-yard touchdown pass with 46 seconds left, giving Philadelphia the victory in Washington. The Eagles (5-6) ended a six-

game losing streak despite watching their 10-0 halftime lead disappear in a pair of Washington touchdowns in the fourth quarter. When the two teams met previously this year. Philadelphia rallied for

a 34-31 victory.

Washington fell to 2-9 under rookie head coach Richie Petitbon, the Redskins' worst start since

There were 10,000 empty seats at RFK Stadium.

# Jolly Good for England

LONDON - It was the upset of the year, and just the tonic for a victory-starved nation.
"Our greatest win," England's captain, Will Carling, said after
Saturday's 15-9 victory over the New Zealand All Blacks, regarded

as the best rugby minor team in the world.

After a year of hamiliation in the two sports it boasts as its own—
cricket and soccer—England finally had something to crow about.

"The All Blacks must have thought they were going to roast us, but I hope they are well and truly lumbled," said kicker Jonathan.

Called the control of the co Callard, who recovered from two poor performances in earlier tour

matches to score 12 of the team's 15 points.
Other heroes were veteran Rob Andrew, whose drop goal accounted for three cracial second-half points, and Victor Ubogu, who forced New Zealand fullback John Timu out of bounds just one meter from what would have been the game's only try.

"It was the tackle of a desperate man," Ubogu said.

As for New Zealand, coach Laurie Mains wasn't looking forward to reading the headlines when he gets back home. "In New Zealand, this will be a national disaster," he said.

# Kentucky Lays Claim to No. 1 By Beating No. 7 Louisville

The Associated Press Tony Delk scored 19 points and for the Blue Devils, while Anthony three field goals and a pair of 3-Andre Riddick added 15 as No. 2 Brown led the Huskies with 22 pointers in the first seven minutes Kentucky, despite the protestations of its coach, staked its claim to college basketball's No. 1 rank-

ing with a 78-70 season-opening

victory over No. 7 Louisville. "I think we showed" that "we are a hard-working, inexperienced team with a lot of potential," Pitino ROME (AP) - Dutchman Rund Gullit scored two second-half goals Sanday to give Sampdoria of Genoa a 3-1 victory over visiting Cremonese and a share of first place in the Italian first division soccer league said Saturday in Lexington, Kentucky. "but I think Kansas deserves the No. 1 ranking ... and they can have it. We don't want it." standings.
With 19 points, Sampdoria is tied with Parma and AC Milan, which North Carolina, ranked No. 1 in

the preseason poll, lost to Massachusetts in the semifinals of the Preseason NIT. Kansas won the NIT by beating Massachusetts, 86-75, Friday night. shared the record with 30 straight victories.

(AP)

Hensley Menlens, once a can't-miss prospect of the New York Yankees, was given his unconditional release so the outfielder, 26, could sign a Kentucky, defeating its in-state rival for the fourth streight time,

went on a 10-3 rum in the opening 3:22 of the second half to open a 49-31 advantage.

Louisville battled back with an 11-0 spurt behind Clifford Rozier's

eight points to close to 49-42 with 13:40 to go. After Louisville pulled in front 57-51 on Dwayne Morton's 3pointer at 8:22, Kentucky's Tony Delk hit a 3 from the top of the key and Riddick slipped inside for a layup and an 11-point lead. Riddick then scored on a dunk off a rebound and hit a behind-the-

back layup off a pass from Travis Ford, and Delk and Rodrick Rhodes sank 3-pointers as Ken-tocky opened a 74-56 margin with three minutes left.
Rozier finished with 29 points, hitting 11 of 15 shots, and grabbed

No. 4 Duke 86, Northeastern 72: Grant Hill scored 18 points, and Duke broke open a close game with come by a combined seven points. a late first-half spurt.
The Bine Devils, 24-8 a year ago. won their 81st straight home game

against nonconference competition

and 12th straight season opener.
The Huskies, who won 20 games last year, had lost to Duke by 10372 in 1992.

Cherokee Parks added 15 points America choice, connected on for the Blue Devils, while Anthony three field goals and a pair of 3-

points.

Buffer 75, No. 11 Indiana 72:
Butler didn't allow a field goal in the final nine minutes as it upset Indiana for its first victors. Indiana for its first victory over the Hoosiers since 1958. Travis Trice,

playing his first season with the

COLLEGE BASKETBALL Buildogs after sitting out a year following his transfer from Purdue, made a 3-pointer and three freethrows to the final 2:13 to hold off the Hoosiers. He had 24 points to

lead all scorers. Damon Bailey led Indiana with 23 points. double figures in Los Angeles.

No. 14 UCLA 115, Loyola-Marymount 77: Shon Tarver scored 23 his game-high 19 points for the points to lead five UCLA players in oints to lead five UCLA players in ouble figures in Los Angeles.

The Lions added to their woes with 12-for-25 shooting at the line. ginia.

No. 15 Georgetown 84, Virginia State 64: Eric Micoud scored 11 of UCLA had 17 steals and forced 27 No. 25 Wisconsin 106, Wisconsin-Milwankee 84: In Madison,

Jason Kaiser earlier Saturday.

to play. But Robinson led the Boil-

ermakers on an offensive burst that

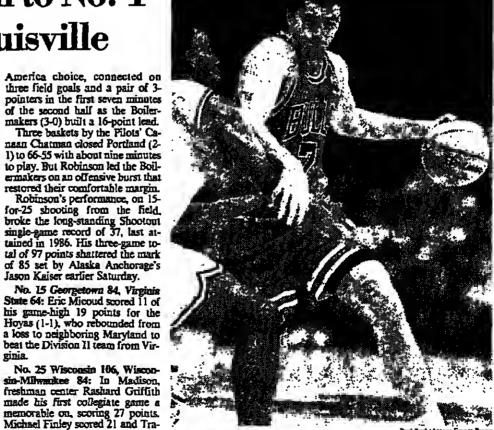
restored their comfortable margin.

for-25 shooting from the field,

single-game record of 37, last at-tained in 1986. His three-game to-

Robinson's performance, on 15-

No. 21 Purdue 88, Portland 73: freshman center Rashard Griffith Glenn Robinson scored a tournament-record 41 points as Purdue memorable on, scoring 27 points, won the championship of the 16th Michael Finley scored 21 and Tra-Great Alaska Shootout in Anchor- cy Webster 17 as the Badgers



#### Toni Kukoc, en route to 24 points, barreled past Popeye Jones of the Mayericks for a slam dunk as Chicago won, 108-85, in Dallas. age. avenged a five-point home loss to UWM last season. Rockets Sputter, but Edge Clippers to Run Streak to 13-0

Olajuwon had 15 points and 15 road games, need to beat the Mil-

won their first 15 games under coach Red Auerbach in 1948-49. and Auerbach's Boston Celtics began the 1957-58 season with 14 In Richfield, Ohio, Cleveland

handed Seattle its first loss of the points and Mark Price took control

Bullets 112, Magic 110: Michael Adams scored 24 points, including

Suns 120, Jazz 98: Kevin John-

The Sonics won their first to at home, beat Utah for its fifth

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#### **LANGUAGE**

# Rip: A Long, Ripsnorting Journey:

By William Safire

WASHINGTON — "There's a lot of money in the health care system," President Clinton said in criticism of the insurance industry, "that doesn't have a rip to do with health care." What's a rip?

To most of us, a rip is a tear in a piece of clothing. The noun is formed from the verb to rip, from the Middle English and Flemish rippen, to strip off

The word bears tearing apart. To an aviator, a rip is a device to release a parachute by tearing its container, to a carpenter, a ripsaw is a tool with coarse teeth to cut with the wood's grain. The word has an affinity with water: to a swimmer, a rip tide is a strong current that pulls you away from the shore, and to a sailor, a rip is a stretch of water made choppy by crosscurrents.

Latin ripa means "river bank," leading to riparian rights, like the right to fish (though the word has no connection with RIP, requiescat in pace, "rest in

get the current rip-roaring and ripmorting.
In 1904, an anonymous prison inmate wrote in

In 1904, an anonymous prison inmate wrote m
"Life in Sing Sing" that the verb rip meant "to steal
with impunity," probably in the sense of separating, or
ripping apart, a piece of property from its owner. In
1967, that was stretched to rip off, and as a noun that
colorful word picture rip-off has become a permanent
synonym for theft and swindle.

Separation is the essence of the meaning. John
Bartlett, in his 1857 Dictionary of Americanisms,
spotted let her rip, which he defined as "let her go," an
indication that some device was about to be allowed to

indication that some device was about to be allowed to leave at some great rate. Returning to the noun form, and the idea of an item torn away, in Scottish dialect, a rip is "a shred, rag, tatter," leading to the Scottish and English dialect sense of "rubbish; anything worth-

less." Similarly, in both British and early American slang, a rip was "an old, broken-down borse."

Which brings us, meaning no disrespect, to the president and "that doesn't have a rip to do with health care." Joan Hall, associate editor of the Dictiom." From a story by the Southern author James Still in The American Mercury in 1940: "Thate like rip to call him down." From a 1942 pamphlet called "Dialect of Grant County, Indiana": "I don't give a

rip."
When DARE's field workers asked its interviewees, "If you don't care what a person does, you might say, 'Go ahead, I don't give a —,' the word rip was offered, especially in the South and South Midland states.

"Clinton's use fits this basic pattern," Hall says.

"That doesn't have the slightest thing to do with health care,' or That doesn't have a damn thing to do with health care.' And Clinton, of course, comes from the South Midland, so he's being true to his roots."

Some readers will wonder why I am making such a

could be devoted to something important, like a slashing attack on the misuse of predicate nominatives. Ah, but rip is a diamond of a word, buried deep in the

out rip is a diamond of a word, oursed deep in the earliest Indo-European languages, cut into different meanings by various trades and faceted further by thieves' argot and by creative plain folks.

To follow its permutations back into the roots of our tongue is to delight in etymology, dialectology and the study of modern slang. Meanings of simple old words separate into a variety of senses and often, after decades or comprise come together in uncorrected ways: you or centuries, come together in unexpected ways; you

cannot study language without a sense of family. The next time you see a sports headline like "Skins Rip Cowboys," or thrill to a movie about Jack the Ripper, or hear the president of the United States profess not to give a rip about his reputation - think about this little word's long journey. It can hook you into language mavenhood.

nights, like the right to fish (though the word has no connection with RIP, requirescat in pace, "rest in peace").

Not all current uses of the word stem from the verb meaning "to pull apart." Rip once also meant "a now do—answered with the aphetic "thank you" with dissolute fellow; a rake," possibly from rep, short for reprobate; from that sense of boisterous behavior, we get the current rin-regging and ringuaging.

thank you," writes Daniel Kocan of Orlando, Florida. "Now thank you is the stock response to thank you. Since when, and why? Can you explain this recent

doppelganger phenomenon?"

First to doppelganger. This is from the German for "the ghostly double of a living person," and is an apt description of the returned thank you. Next to the inhetic, or shortening of words or phrases by the elimination of the unstressed word or syllable: the I is

Now to the rampant Alphonse-Gastonism on the airwaves. ("After you"; "No, after you") Richard Weiner, author of Webster's New World Dictionary of Media and Communications, thinks it is a subtle form of one-upmanship, or at least the aversion of one-downmanship, "Say that Dan Rather and Connie Chang are on the air, and Dan says, Thank you." If Connie replies, "You're welcome," then Dan may ap-pear to have the advantage. A returned thank you

equates their positions." We have here what psycholinguists call focal stress nary of American Regional English, provides me with a couple of citations to show how this sense of worth-lessness in this versatile word "has also developed into a general euphemism that allows one to avoid hell or of welcome, the riposte "Thank YOU" means "Thank you for having me," or less suggestively, "Thank you for inviting me"; in unspoken words, it says, "I can match

you thank for thank" in the gratitude countest.

With assertive lumility, the new counterappreciation avoids the appearance of acknowledging a favor that the responder may have done for the thanker. Listen for it; the aphetic verbal doppelganger has all but abolished what used to be the polite response.

New York Times Service

INTERNATIONAL CLASSIFIED

# store a sleek, streamlined style.

the top — every single person under you must have total consistency — and I'm amazed at how much we have done," says Pressman, 42, who dismisses the competition - the rest of Manhattan's uptown

They in turn accuse him of being so hip it hurts; of feuding with his father and brother about expanding the family husiness; of not paying enough attention to the uptown customer; of being slow to settle

By Suzy Menkes

N EW YORK — Gene Pressman dress-es like John Wayne in designer jeans.

He lopes down to the basement of his new

store, past the loaves of fancy bread, Ital-

ian cheese and knobbly potatoes making

Up the escalator to where the display

cases are such perfection of joinery that

you want to run your hands over the pale

wood grains. And then to the fashion

floor, Pressman's pride and choice, where

any color is fine - as long as it is gray or

black. The oew Barneys store oo Madison

Avenue at 61st Street is what the fashion

world calls a Statement. With 230,000

square feet (21,160 square meters), it is a big statement.

"Not only do you have to have visioo at

an arty sculpture in the restaurant.

Tastemakers about people for whom

suppliers' bills. But oo-one could argue that Pressman lacks the most vital ingredient of fashion in the 1990s: an attitude. Uptown, and downtown on 17th at Sev-

eath Aveoue, where the original Barneys was founded in 1923, Pressman is a tastemaker. Or, as he expresses it: "People say that if Barneys buys it, it must be good." The self-styled editor in chief of the con-

sumer society rejects totally the big-store concept that if someone will buy it, you stock it. Pressman has been ruthless in his selection and suppression of merchandise to give the store a sleek, streamlined style. There are not the predictable designer labels - some because Pressman refuses to go with the flow, others because designers have refused to sell to him. In the store

wars for exclusivity, Pressman famously tonk a reluctant Giorgio Armani through the Swiss courts - and won. Pressman talks up everything he sells, from the classy men's shoes to the women's hosiery displayed in a surreal sculp-ture of legs, to the fine jewelry suspended in front of aquariums of exotic fish.

If you want to understand the essence of

modern fashion, pared down, stark and uncompromising, Barneys is it. The result is an impressive overview of

what is modern - and that includes the \$100 million store itself, opened in September. It is designed by Peter Marino & Associates with mioute attention to detail, from crushed mother of pearl on the apothecary counter ("Look at the way we display, oo one does that!") to the forest of hleached sycamore and white oak wood. But what about the unremittingly

monochromatic Plain Jane fashions that detractors dismiss as just the swing ticket for politically correct gay women?
"We have to take a leadership position

-and the clothes reflect that," says Pressman, "I don't like whistles and bells. This season was a dark season, hut we always did black. And oobody walks in bere with

Pressman's idiosyncratic way of buying from some of his designers can be seen either as a merchant's statement - or as hubris. Pressman is unrepentant.

"They are lucky to be in the store, they should be proud to be in the store." he says, "What designers doo't realize is that I have to sell it. Everything doesn't work. Most stores don't have a clue — they take the unwearable and ridiculous

The overriding impression of Barneys is of Japanese stores with their airy spaces, seamless finish and cleanly displayed goods. Pressman admits that he inhaled a gust of energy from his first visit to Japan 13 years ago.

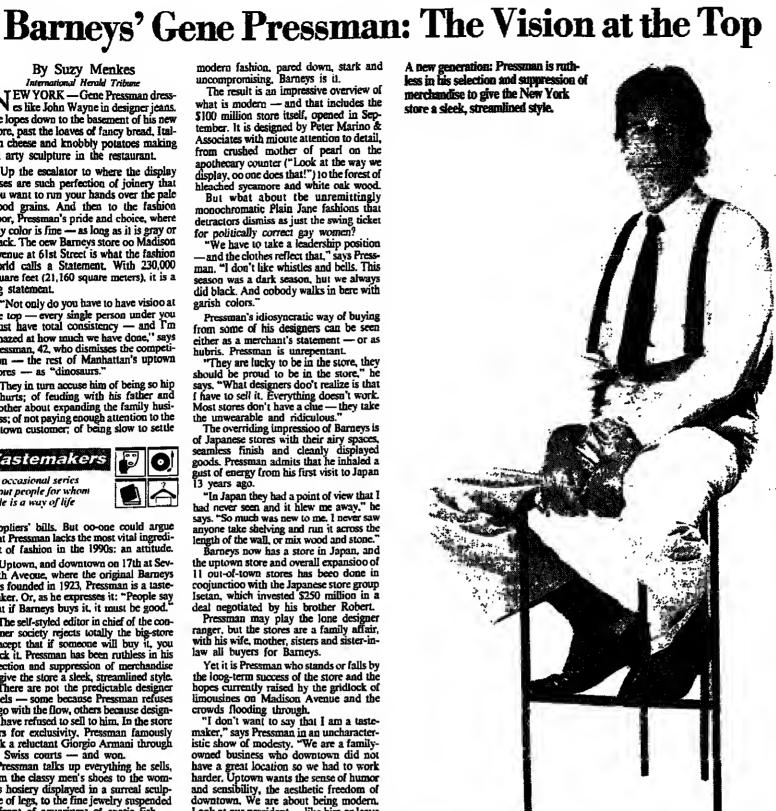
"In Japan they had a point of view that I had never seen and it hlew me away." be says. "So much was new to me, I never saw anyone take shelving and run it across the length of the wall, or mix wood and stone."

Barneys now has a store in Japan, and the uptown store and overall expansion of 11 out-of-town stores has been done in conjunction with the Japanese store group Isetan, which invested \$250 million in a deal negotiated by his brother Robert.

Pressman may play the lone designer ranger, but the stores are a family affair, with his wife, mother, sisters and sister-inlaw all buyers for Barneys.

Yet it is Pressman who stands or falls by the loog-term success of the store and the hopes currently raised by the gridlock of limousines on Madison Avenue and the crowds flooding through.
"I don't want to say that I am a taste-

maker," says Pressman in an uncharacter-istic show of modesty. "We are a familyowned business who downtown did not have a great location so we had to work harder. Uptown wants the sense of humor and sensibility, the aesthetic freedom of downtown. We are about being modern. Look at our president - like him or leave him, it is a oew generatioo."



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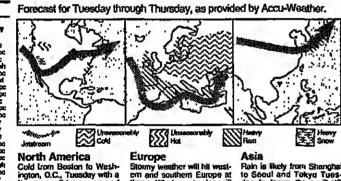
10 Bulldozer

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big deal out of a little word, using valuable space that

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# "I wonder if the little guy had fun today

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